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CIS

TO CONSIDER S. 1947, A BILL TO IMPROVE SMALL BUSINESS ACCESS TO FEDERAL PROCUREMENT INFORMATION AND SMALL BUSINESS UTILIZATION OF THE COMMERCE BUSINESS DAILY

HEARINGS

BEFORE THE

SUBCOMMITTEE ON ADVOCACY
AND THE FUTURE OF SMALL BUSINESS

OF THE

COMMITTEE ON SMALL BUSINESS
UNITED STATES SENATE

NINETY-SEVENTH CONGRESS

SECOND SESSION

ON

TO CONSIDER S. 1947, A BILL TO IMPROVE SMALL BUSINESS ACCESS TO FEDERAL PROCUREMENT INFORMATION AND SMALL BUSINESS UTILIZATION OF THE COMMERCE BUSINESS DAILY

SAN DIEGO, CALIF.—FEBRUARY 17, 1982

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TO CONSIDER S. 1947, A BILL TO IMPROVE SMALL BUSINESS ACCESS TO FEDERAL PROCUREMENT INFORMATION AND SMALL BUSINESS UTILIZATION OF THE COMMERCE BUSINESS DAILY

WEDNESDAY, FEBRUARY 17, 1982

U.S. SENATE,
SUBCOMMITTEE ON ADVOCACY
AND THE FUTURE OF SMALL BUSINESS,
COMMITTEE ON SMALL BUSINESS,
San Diego, Calif.

The subcommittee met, at 9:20 a.m., at 880 Front Street, room 1S1, San Diego, Calif., Hon. S. I. Hayakawa, chairman of the subcommittee, presiding.

Present: Senator Hayakawa.

Also present: Kimberly A. Elliott, professional staff member, and Grace Hussie, Office of Senator Hayakawa.

STATEMENT OF HON. S. I. HAYAKAWA, A U.S. SENATOR FROM THE STATE OF CALIFORNIA, AND CHAIRMAN, SUBCOMMITTEE ON ADVOCACY AND THE FUTURE OF SMALL BUSINESS OF THE SENATE SMALL BUSINESS COMMITTEE

Senator HAYAKAWA. Good morning, and welcome to this hearing of the Senate Committee on Small Business. The Subcommittee on Advocacy and the Future of Small Business has convened this morning to consider legislation introduced by this committee in the U.S. Senate, to improve the small business community's access to Federal procurement information. I believe most of you here today have personal knowledge of some of the frustrations inherent in doing business with the Federal Government, and we are privileged to have expert witnesses here with us this morning, who will discuss their procurement problems and recommendations with us.

The principal source of information about Government procurement needs is the Commerce Business Daily, a Government publication that businesses can procure for $130 a year—not an insignificant sum for most small firms. The Small Business Act requires that Federal contracting opportunities be published in the CBD, Commerce Business Daily, in order to publicize all Federal purchases so maximum competition for Government contracts is assured.

As far as it goes, this is a good system for advertising Federal contracts. Unfortunately, we have found that although it is an administrative practice to publish procurement notices in the Commerce Business Daily 10 days before a solicitation is issued, it is not uncommon for a procurement notice to first appear on the date a solicitation is issued. Hence, small firms are unable to afford Washington-based representatives to monitor these potential contracts, and they are, therefore, at a severe disadvantage and are not able to compete equally with large companies.

In fact, one California small businessman, a member of the National Association of Aircraft and Communication Suppliers, recently informed me about the extent of this problem. He wrote:

> Many small businesses are unable to compete for federal contracts because they don't learn of them soon enough. This company is among them. Unlike our large competitors that can afford on-site representation at procuring activities, we must rely upon the Commerce Business Daily to receive advance notification of federal contracting opportunities. The CBD is often untimely and inadequate. A solicitation is supposed to be synopsized in the CBD 10 days before a solicitation is issued. However, solicitations are often not synopsized at all, or synopsized too late. And 10 days sometimes isn't enough time to get a copy of the solicitation, to review it, and then submit a timely bid. Mail delays often consume much time.

Well, to illustrate this gentleman's point further, let me quote another few examples which I found in the February 8, 1982 issue of the Commerce Business Daily. Aircraft maintenance hangar—a $5 million contract to build hangar and appurtenances. Advertised February 8; plans and specifications "will be available January 29" 11 days late.

Emergency dredging—between $100,000 and $250,000. Advertised February 8; bid opening February 17, 9 days to prepare and submit a bid.

Steam condensate lines project—a $100,000 to $250,000 job. Advertised February 8; bid opening February 24. Only 16 days until bids are awarded.

Correction of ventilation problems—to be issued February 4—not advertised until February 8—4 days later.

As you can clearly see, this is a severe disadvantage for west coast firms.

Now, I chose this issue of the Commerce Business Daily randomly, but it is typical of any issue a contractor may wish to review.

Last December, I, along with several of my colleagues on the Senate Small Business Committee, decided to take steps to solve this particular small businesses procurement problem. We introduced a bill which we call S. 1947, a bill to amend the Small Business Act by establishing new minimum time periods for publication of, and bidding on, Government contracts. Specifically, it would provide for two time periods to enable prospective contractors to submit timely bids or proposals. The first would give interested parties 15 days to monitor the Commerce Business Daily for interesting offers. The second would provide bidders 30 days to submit a bid or proposal. Combined, these time limits provide bidders with a total of 45 days to monitor the CBD, prepare and submit bids. That gives a businessman a reasonable chance.

This legislation should not result in any additional costs to the operation of Commerce Business Daily. In fact, it may reduce the overall Government process since it will allow time for maximum competition on Federal contracts.

Now, why is this bill so important to small businesses?

The U.S. Government is the largest single purchaser of goods and services in the world. In 1981 alone, the Government spent $110 billion in the marketplace. But do you know that only 23.6 percent of that huge amount of money went to small businesses, even though they represent 90 percent of all of our Nation's businesses?

I firmly believe that small businesses should have their fair share of the Federal procurement pie. I do not believe that the figure I just cited indicates that they are getting it. Moreover, in these times of increased military spending, I firmly believe that developing the capacity of small firms to do business with the Federal Government is absolutely essential not only to the economic wellbeing of the country, but also to the security of this Nation.

I believe that by solving one small business procurement problem, that of untimely and inadequate notice of Federal procurements, small companies may begin to obtain a greater number of Federal contracts. I look forward to hearing the testimony of those of you who use the publication every day. I also plan to chair a hearing on S. 1947 next month to hear from those Federal agencies that advertise in the Commerce Business Daily.

I thank each of you for coming today, and look forward to a very informative hearing.

Let me now introduce, before we proceed, the members of my staff who are here. On my left is Ms. Kim Elliott of the Small Business Committee Staff; Ms. Grace Hussie from my Washington staff who helps me on small business matters; Admiral Farrell who heads our constituency council in San Diego; Mr. Jeff Marston who is manager of our San Diego office; Ms. Erin also from our San Diego office; and Sande Conlan our press secretary in Los Angeles. We're all here to help you.

Our first witness today then is the Honorable Ed Struiksma, San Diego City Councilman. San Diego. Mr. Struiksma.

STATEMENT OF HON. ED STRUIKSMA, CITY COUNCILMAN, CITY OF SAN DIEGO, SAN DIEGO, CALIF.

Mr. **Struiksma**. Thank you, Senator Hayakawa. I am very pleased to appear before you today as the fifth district councilman of the city of San Diego.

As an overview of my presentation, I would first like to present a brief demographic outline of my small business constituency. I would like to report in detail some specific case problems small business people have experienced with the Government, and I would like to urge this committee to continue to pursue ways and means of assisting small business.

The fifth district of the city of San Diego represents a constituency of thriving and ever-expanding business activity. The area encompasses: The booming commercial strip on Miramar Road linking the east to the west in the north city section of San Diego; the major retail, commercial, and tourist-oriented Mission Valley regional center; and the highly developed and continually growing Kearny Mesa and Scripps Ranch business centers and industrial parks.

I represent quite a broad cross-section of business; from the corporate giants all the way across the spectrum to the struggling mom-and-pop operations and the single entrepreneur.

The city of San Diego, with 47,000-plus recorded business licenses, has taken a strong, affirmative stance to provide the best possible environment for the growth and prosperity of our small business community.

That is what I am here to talk about today—how to help the little guy get his foot in the door and cope with the Government.

Senator Hayakawa, and members of the committee, I would like to go on record in support of Senate bill 1947. I congratulate you and members of the committee for providing this setting where the small businessman can stand here before you and talk to the Federal Government. I sincerely hope this will become an ongoing dialog to exchange information and develop a working partnership of mutual benefit.

I have spent a great deal of time in actually sitting down and talking with a number of small business people here in San Diego. I have heard firsthand of their concerns that the rules, the regulations, and the procedures, and the disproportionate paperwork in doing business with the Government are as much a burden as taxes and inflation.

I would like to document for you what I think is a fairly representative case history of what local small business people have had to deal with in the Federal Government procurement process, with specific reference to the Commerce Business Daily.

One, the Commerce Business Daily is all but impossible to read and understand by the person trying to do business with the Government for the first time.

After you do understand how to read it, you quickly become discouraged by the rows of asterisks meaning the item is for information only—the contract has already been awarded.

Two, people who are in the know receive advance notification of upcoming contracts. It is commonly thought among small business people that, if you are not on an agency's bid list, you might as well forget relying on the Commerce Business Daily.

Three, many times the Commerce Business Daily simply arrives too late; the solicitation is published and the due date has passed.

Four, the Commerce Business Daily has been received with time to spare before the due date to submit a proposal; however, no telephone number is given for immediate contact to request a bid package. By the time a letter asking for the RFP was sent, one of the following commonly happens: The letter of request reached Washington, D.C., and the RFP was returned to San Diego. The response was prepared, but was just too late in arriving back in the District of Columbia because of the cross-country mail deliveries.

Even more disturbing, another common complaint to a written request for information was, "We are out of proposals now, but we'll send you one when we get one." The result, of course, is obvious.

The RFP arrived in time; however, the physical preparation was so detailed and time consuming to conform with the contract requirements that the deadline could not be met.

In summary, I feel there is not only a great sense of frustration by the small business person, but also a very negative attitude in pursuing their business with the Government. They feel they have done their part. They have attended the Government procurement conferences, they have subscribed to the Commerce Business Daily, as they've been told, and they have sent in their proposals. But in reality, they have not been able to break into the process and feel they have no mechanism to get into the system. The prevailing attitude is that the small business person, who does not have the resources to pay for a consultant, has no resources to pay for travel expenses, has no insider to contact for advice, is really on the outside, and will remain on the outside.

The neglect and despair also extends into their dealings with Federal prime contractors. If they can't break into a contract with a Federal agency, the prime contractors don't want to talk to them either.

Remedies to this situation are why we are here today. Senate bill 1947 is certainly a step in the right direction to extend the time period to compete for procurement contracts.

I respectfully urge the committee, in their ongoing deliberations, to further consider the language in line 5 of Senate bill 1947 which reads, and I quote: "Whenever a procuring agency is required to publish notice of procurement actions." Our small business people too often hear these phrases: "The contract is awarded continuously. The contract is under the spending ceiling. There was special dispensation. The contract was awarded on an emergency basis," or "the contract was a sole source award."

Efforts to extend the open and competitive process would certainly be welcomed by the small business community.

Additionally, I would like to urge this committee to explore another important factor prior to small business declining, whether or not to compete for Government contracts, and that is to require the Federal Government to follow the lead of recently adopted State of California legislation requiring the State to pay their bills to small businesses in a timely manner or otherwise pay a penalty. Delinquency in the payment of bills creates an extreme hardship on the small business person and therefore creates a reluctance on their part to enter into a contract.

Once again, I commend this committee for opening the lines of communication to the grassroots level of business and certainly hope the exchange of information to strengthen our free enterprise system will flow freely between Washington and our city.

As a result of these hearings, Senator Hayakawa, I intend to return to the mayor and council of the city of San Diego, ask them to review the proceedings of today's hearings, and urge adoption of a formal resolution in support of your legislation, S. 1947.

Thank you for this opportunity to speak on behalf of my small business constituency.

Senator **Hayakawa**. Thank you very much, Mr. Struiksma. I thank you especially for your resolve to return to the mayor and city council to ask them to review the proceedings to today's hearings and to urge the adoption of formal resolution in support of S. 1947.

Mr. **Struiksma**. Thank you, sir.

Senator **Hayakawa**. I also have one little piece of news for you about the Federal Government paying its bills on time. We've already done that. S. 1131, of which I was an original cosponsor, was passed on December 11, 1981. It is now pending in the House.

So now we have to persuade the House to pass the bill, and I urge you to write to your Congressman about this legislation.

Mr. **Struiksma**. We'll certainly do that.

Senator **Hayakawa**. And tell them to follow up on S. 1131.

Mr. **Struiksma**. Thank you.

Senator **Hayakawa**. Tell them that the Federal Government should pay its bills on time just like you other creditors.

Mr. **Struiksma**. Exactly.

Senator **Hayakawa**. You believe that the notice of the Commerce Business Daily has unfortunate effects on the city of San Diego. It must be true of many other cities, too, especially along the west coast.

Mr. **Struiksma**. That's absolutely correct. A number of people I have spoken to have continually relayed this information to me, and that's why I'm here today. It has a delay in time and is a definite drawback to small business here in San Diego.

Senator **Hayakawa**. How far west does this unfavorable impact reach, Kansas City? Do you happen to know? St. Louis?

Mr. **Struiksma**. No, sir, I really can't answer for those communities. I can only speak for what the impact is here in San Diego.

Senator **Hayakawa**. Notice is so short sometimes, that anywhere you go, say, east of Cincinnati or west of Cincinnati it's too late.

Mr. **Struiksma**. Some of the examples that the Senator mentioned in his opening remarks are certainly reflective of the system.

Senator **Hayakawa**. Do you have any more specific suggestions for improving the Commerce Business Daily for small California firms, especially those located here in San Diego?

Mr. **Struiksma**. None at this time, but I understand you may hear some additional comments from other speakers.

Senator **Hayakawa**. I would be very grateful for that, sir. Thank you very much, Mr. Struiksma.

Mr. **Struiksma**. Thank you, Senator.

Senator **Hayakawa**. I'm very grateful to you.

We shall be hearing next from Mr. William Prouty, executive director, United Federation of Small Business, La Mesa, Calif.

STATEMENT OF WILLIAM H. PROUTY, EXECUTIVE DIRECTOR, UNITED FEDERATION OF SMALL BUSINESS, LA MESA, CALIF.

Mr. **Prouty**. Good morning, Senator.

Senator **Hayakawa**. Good morning, Mr. Prouty. Good to see you.

Mr. **Prouty**. Good to see you again, sir.

Senator Hayakawa, it is certainly a pleasure to participate in these hearings on behalf of the members of the United Federation of Small Business and the 2½ million small business firms in California. As executive director for this California-based advocacy and economic support group, I am constantly reminded by small business owners of the frustration and anxiety they feel when dealing with governmental and regulatory agencies at all levels—city, county, State, and Federal. This frustration manifests from many causes including:

One, the difficulties in dealing with the paperwork complexities and overload required of firms seeking to contract with Government.

Two, the routine difficulties of getting paid in a timely fashion for completed contracts.

Three, the difficulties of finding out what opportunities exist within a reasonable time to permit preparation of a suitable proposal.

Let's take each of these issues as they relate to S. 1947 and the general improvement of small business access to Federal procurement opportunities and information. Most smaller firms do not routinely possess the contract writing specialists which large companies have in constant ready to respond to any contract which may interest them. With the regulatory burden on small firms already imposing substantial hardships, many member firms have indicated that they just don't have the time or the patience to submit a proposal. Heavy paperwork burdens systematically exclude many small firms whose management and personnel are quite capable of carrying out the contract in a timely and very cost-effective manner. Since Government bureaucracy thrives on more and more paper to justify their very existence, the consistent application of the provisions of the Federal Paperwork Reduction Act must be required by Congress.

Of even greater importance to most small firms considering doing business with the Government is the common knowledge that big government and big business are famous for failing to pay their bills to small business contractors in a timely manner. The horror stories of small firms going bankrupt because Federal or State governments don't pay for services rendered or materials delivered for 3, 6, or even 9 months have been related to many Senate and House committees.

This subcommittee deals with the future of small business, which in reality is the future of the United States. After all, if the small business sector of the economy is growing and vital, then new jobs are plentiful and opportunities abound. If on the other hand the small business sector is sick—as it truly now is—then the whole society suffers with little growth, vitality and very few new jobs or opportunities. Eighty-seven percent of all new jobs have been created in the last 10 years in the small business sector. Trickle down is not a theory which will produce any real growth, but only leads to more concentration of wealth and power. Resources and capital pumped into the small business sector are sure to show rapid and dramatically positive results.

This brings us to the issue of the timely availability of information on Federal contract opportunities. S. 1947 is certainly a step in the right direction and the revised minimum time periods should assist those firms who wish to pursue Government contract opportunities. The United Federation of Small Business is investigating the feasibility of establishing a member contract screening service to further assist small firms by pooling resources and acting as a clearinghouse for appropriate contracts at both the State and Federal levels. The State of California has recently initiated the State

Contracts Register to assist small firms. The Commerce Business Daily does not make the most exciting reading, and it is hoped that entries can be prepared to permit reduction in the confusion over the terms and conditions of available contracts. If it is determined cost effective to establish our screening service, we will have a much better idea of how the system can be improved.

I would like to depart from my prepared remarks for just one moment in another matter that is very important as it regards Federal procurement policy. Your committee—Senate committee and the Senate in December passed S. 881, the Small Business Innovation Research Act, by a vote of 90 to nothing. That vote and that bill has been moved on to the House of Representatives for consideration, and it is now in serous jeopardy of being dismembered by Members of the House and particularly members of the academic community. This committee—or this bill has been referred now to five different committees for the purpose of doing one thing, removing it from the mainstream and hoping that the small business community and the grassroots action will not have the staying power that the major universities possess to get this bill enacted.

The results for California small business would be in excess of $60 to $80 million a year of additional research and development funds applied to innovative research and development.

Senator HAYAKAWA. Excuse me. Is that the bill in which 1 percent of Federal moneys in selected categories going into research should go to small business?

Mr. PROUTY. Yes, it is.

Senator HAYAKAWA. I am an original cosponsor of that.

Mr. PROUTY. You are a cosponsor of that. That's absolutely true, and we salute you for that. The bill would allocate 1 percent of the $40 billion.

They have mounted a massive campaign throughout the United States to put pressure on Members of the House and the Committees of Armed Services, Government Operations, Veterans' Affairs, and the like to kill the bill.

Senator HAYAKAWA. For a mere 1 percent?

Mr. PROUTY. For a mere 1 percent. It is hoped that members of your committee and Members of the Senate will also begin to put the pressure on their colleagues in the House to make sure that this important legislation gets passed. I want to thank you for the opportunity——

Senator HAYAKAWA. Thank you very much for that particular piece of imformation.

Mr. PROUTY. As a former college president, your colleagues are doing us dirt. I want to thank you for the opportunity to share these thoughts and suggestions with you and the members of the committee.

The future of America is within the grasp of the small business community, and to a major degree the future of small business is within the grasp of Congress.

Thank you.

Senator HAYAKAWA. Thank you, Mr. Prouty. I believe that you said something like 87 percent of new jobs are provided by small business?

Mr. PROUTY. Yes, Department of Labor statistics covering the period from 1970 through 1980 and a study by the Massachusetts Institute of Technology indicated that of all new jobs created in the United States 87 percent of those were created in firms with fewer than 500 employees.

Senator HAYAKAWA. Is this in your text?

Mr. PROUTY. No, it isn't. That was in addition.

Senator HAYAKAWA. I'm very happy with that figure for a number of reasons. In the first place, you may know of George Gilder's book "Wealth and Poverty." It is one of the bibles that supply-siders in Congress, and people who are very prominent in the economic thinking of the administration have relied heavily. He too is one of the advocates who says that small business is a source of the new jobs for the future. As an illustration of this theory, suppose your great grandfater had left you a 1,000 shares of New York Central stock. Would you be a rich man today?

Mr. PROUTY. One of the interesting aspects of that is that, of course, most small business people, and I know you have a very important piece of legislation in regards to the minimum wage, to provide an incentive for employers hiring minority youth and entry level first-time workers into the employ of small business. I would hazard a guess that the small business owner-entrepreneur in this country is the only individual that is absolutely guaranteed to work for less than mimimum wage consistently. We in the small business sector, you know, are only normally part-time laborers. We only work three-quarters time. That's 18 hours a day.

Senator HAYAKAWA. I am very grateful for your testimony and the spirit and way in which you presented it.

Do you have any further suggestions for the amendments to S. 1947? Does it look pretty good to you as it now exists?

Mr. PROUTY. I think one of the issues which was raised by Councilman Struiksma has some significant value to it, and we will be looking more carefully at it as we evaluate the screen service potential, finding out how we can best get that impact into the hands of the small business people in a timely fashion and in a mananer that they can understand.

Senator HAYAKAWA. Do you think that this bill will cause any undue hardship to the Government procurement agencies? Do they do things the way they do in order to save themselves such hardships?

Mr. PROUTY. I would hazard a guess that most Federal agencies need a little hardship every once in a while.

Senator HAYAKAWA. The one thing that really bothers me is sort of a vague thought that went through my mind when you were talking about Federal paperwork related to this issue. At home in my library I have a great big, thick volume—a collection of letters discovered by some historian—letters, family letters, written I think during the Civil War, somewhere in the 1860's by members of one southern family to other members of the same family. This whole family lived within 100 miles of each other, but they didn't have a long-distance telephone.

So they wrote to each other about events during the Civil War, their standard of living, Suzie's wedding, Uncle Joe's funeral, and little things that go on in small cities and family life. It's a fantastic picture of life as it was actually lived in the small communities in the early 1860's. We have this great wonderful document of how life actually was. At the same time that I read it for the information, I kept thinking no such record will remain of our time because when our kids go to college, they telephone long distance, and there is no record of what they did while they were in college. When we court our girlfriends, we phone them by long distance, and we haven't got those passionate love letters that a generation ago we might have written.

Mr. **PROUTY**. Of course, now they're putting them on video tape.

Senator **HAYAKAWA**. But at the same time we have the disappearance of paperwork in so much of personal life, we have the accumulation of paperwork in Government.

Mr. **PROUTY**. Approximately—I think the figures that came out of your committee were that 73,000 pages of the Federal Register last year were devoted to regulations on business.

Senator **HAYAKAWA**. Why is it that a number of these transactions or regulations or exchanges of information, so on, between Government and, let's say, the small businessman, or the big businessman for that matter, can't be negotiated the way family communication and courtship are communicated—specifically by long-distance telephone?

Mr. **PROUTY**. I think there is a serious problem that exists in this country right now. It was formed on the basis of family cooperation and community spirit. Unfortunately, to a major degree it now exists on the basis of an adversarial relationship. The Government was formed of, for, and by the people and to a major degree it now exists of, for and by itself. We become adversaries with our own Government. We become adversaries against the bureaucracy, which in many cases is——

Senator **HAYAKAWA**. Against the people.

Mr. **PROUTY**. That is correct. We are guilty until we prove ourselves innocent when it used to be the reverse. I think that's a situation that you have worked on in the last 5 years to correct. I am hopeful that as you leave public office and return to the academic efforts that you have pursued for all these many years that you will continue to pursue that action because I think that's the one thing that will destroy this country faster if we do not remove that adversarial relationship.

Senator **HAYAKAWA**. Thank you, Mr. Prouty. I thank you for your most thoughtful contribution.

Mr. **PROUTY**. Thank you.

Senator **HAYAKAWA**. We shall next hear from Ms. Elsa Saxod, president of Saxod Enterprises in San Diego. Also a member of the board of directors of Greater San Diego Chamber of Commerce.

STATEMENT OF ELSA SAXOD, PRESIDENT, SAXOD ENTERPRISES, AND MEMBER, BOARD OF DIRECTORS, GREATER SAN DIEGO CHAMBER OF COMMERCE, SAN DIEGO, CALIF.

Ms. **SAXOD**. Thank you very much for giving me the opportunity to be here before you.

Senator **HAYAKAWA**. Our pleasure.

Ms. Saxod. I would also like to state that I am on the small business advisory council for the chamber of commerce. I do not have a prepared statement for you today. What I would like to do is identify some of the problems or some of the difficulties that I have had in trying to utilize the Commerce Business Daily and perhaps to give you some ideas for recommendation for rectifying these problems.

I think first of all something that must be looked into is the fact that so many people do not know of the existence of the Commerce Business Daily. We need to let people know about it so that they can start to utilize it.

Also, if you can't afford the purchase of your own copy of the Commerce Business Daily, where is it available? I happen to belong to the chamber of commerce and it is there, so I do have access to copies. But, where else could I find it if I were not a member? I think that's another situation we have to examine. But let's say that I want to purchase my own and have it in my own office. I think that a small business person is going to find it quite an expensive publication. It costs $130 per year for priority mail and it's $90 per year for domestic mail. So that's quite a bit of money for something that you don't even know that you'll be able to utilize in the year your subscription runs.

Then there are some time constraints, especially for us here in the west coast. The last issue of the Commerce Business Daily at the chamber of commerce as of February 16 was the issue of February the 10th. On page 2 of that issue, there is a request for proposal for consulting services. Services which I might well be interested in looking into, but the proposal or the first time I saw the announcement was on the 16th, and the due date for the proposal is February 26. So that means that I would only have 10 days in which to respond for this proposal.

Now, perhaps the notice had appeared before, but again this is one of those time constraints that I am facing. I have to take time out from my schedule to go down to the chamber and to sit and go through and find those RFP's that would apply to my particular expertise. If I find something that I think that I can respond to and I want the RFP or if I have some questions regarding what is stated in the Commerce Business Daily, I call Washington. Well, so may times you are given a number, and you try that number only to be put on hold or if you do get through, you get someone who doesn't know what it is that you're calling about. So then you get transferred. Then you have to go through the whole story again, who you are, what you need, many times to be told "Oh, no, I'm not the correct person." You then are transferred to a third person. All the time you're calling from San Diego to Washington, D.C., is at the peak rate hours. So it is costing you money just to find out if you can get an RFP or what it is that they're looking for.

I think that part of the problem for being put on hold or getting the wrong person to help you is because as a small business person you don't have the clout that one of the Fortune 500 companies have. you're just speaking for yourself, Elsa Saxod, Saxod Enterprises. Who is that? The response is not as fast in coming as if I would be speaking for a larger company. But interestingly enough, I was at a board of directors meeting for the chamber this morning, and one of the board members told me that he works for General Dynamics and this lack of clout even exists for a company as large as his.

So it seems to be not just we who are out in the west coast suffering from that same lack of clout.

So if it costs so much to call Washington for information, why not write? Well, one of the reasons why I am hesitant to write for RFPs is the experience I have had. I wrote for an RFP and received it 2 months after the due date. That's 2 months after the proposal's due date.

Perhaps that was an exception. Perhaps that was just an accident, but I have found that when I have written for most of the RFPs they have arrived a week, 10 days at the most before the due date. That doesn't give me much time.

Some other costs that one encounters is the fact that just to prepare a proposal is very expensive. Someone talked about the fact that large companies have people who are on staff to do just that, prepare proposals. Well, when I prepare a proposal, there is sometimes extra clerical work that I have to take into consideration. There is my time, some staff time, some expertise time. Perhaps someone who is an expert proposal writer, an accountant to help me on the budget, or maybe someone to help with another expertise to answer proposals directly. So there are some costs rights up front.

I think that again location is something that is very important. It seems to me that some of the things that are asked in these proposal request really require you to be in Washington or to be camped outside of the agency that is going to let out the bid. Sometimes because you need some research, sometimes because you need to go back and find out how much indeed is going to be given out for the contract. It is already a contract that the agency has someone in mind for.

Now, I happen to have worked in Washington, D.C. I have a lot of contacts that I can rely on, but they're not on my payroll. I cannot call them and expect for them to drop everything and to answer my request.

So again I'm dependent on second and third and fourth people, unlike the beltway consultants who are right there, who know the people in the agency and the departments and who can go right up to them, know them on a personal basis, and can solicit information by just a simple phone call or just walking to the appropriate agency.

There is also something else. I'm fortunate because of my tenure in Washington I don't have too much problem with this, what I call the Washington dialect. The jargon and acronyms that people in the west coast might not be familiar with. You'll call, and you'll be told you have to call the Department of Ag or DOL. Who are they? Is that a business or a Mr.? You don't even know who they're talking about, but I told you at the beginning that I was going to suggest some recommendations.

I think one of the first recommendations that we have to consider is longer lead time. I think that it's very important to remember that there is a lot of land between us including a 3-hour time difference, and that makes a big difference in being able to respond timely and in the best way possible. I think as I mentioned before, we need to make the public more aware of the existence of the Commerce Business Daily, and perhaps we can do that through PSA's or when people get their business licenses there could be a list that would tell them it is available, why it's good, where it can be found, people that can help, that sort of thing. The chanber of commerce intends to put such a list together but again you have to be a member of the chamber to know of this list. Although, it is not only going to be available to our members, but also as an outreach program. But the chamber can't reach everyone, and I think that this is where the Commerce Department should look into other avenues to help reach more people.

I also feel that an establishment of some kind, a clearing house or an 800 number might help in answering some of the questions that one has regarding proposals. I have been told that the Department of Commerce has such a number, but I'm going to have to do some research. The only reason I know that such a number might exist is that when I was asked to come before you, I started to make some inquiries and found out there maybe was such a number. But again, I'm going to have to take some time out to try and find that information and to see if that indeed is the right number and so forth instead of just having that information available to me and be able to put it to immediate use.

There was also something very curious to me in the February 10 Commerce Business Daily. There is a small business seminar in San Diego. The publication states that you can go to the Federal Building and learn how to do business with the Federal Government, but if you don't receive the publication, you're not going to know about the seminar. So it's a catch-22.

Another suggestion that I have and one that I think would be helpful for all of us in the west coast would be for the establishment of a regional office. We in the west coast would have a place where we could either call or go to personally and get help or information on proposals. It is much easier and a lot less expensive for me to either call or catch a 7 o'clock plane to San Francisco or Los Angeles and to take 1 day out of my schedule to get information or questions answered than to try to do the same thing by dealing with Washington. I can't do it in 1 day. So I think that that might well be another way that you might consider.

I think basically the problem that we in the west coast face is that we are so far from Washington and all of the problems that I have found and that I have identified to you this morning are basically based on being too far away.

Senator HAYAKAWA. Doesn't the Small Business Administration have an office in San Francisco?

Ms. SAXOD. Yes, I believe so.

Senator HAYAKAWA. It has one in San Diego, doesn't it?

Ms. SAXOD. They do have satellite offices here and in San Francisco.

Senator HAYAKAWA. What are you suggesting?

Ms. SAXOD. That we establish something where information that I would need to respond to RFP's could be found. That it would localize in the west coast area, whether it be Los Angeles or San Francisco where one could go and get information or call at the same timeframe we're dealing with. I mean, at 4:30 or 5 o'clock if I have a question and I try to call Washington and the proposal is due the next day, I'm dead. Those are the problems we are facing, and it has to do because of our location.

I thank you for your time and for listening to these suggestions, and I hope that you are successful in bringing some changes about.

Senator HAYAKAWA. Thank you, Ms. Saxod. Just be grateful you don't live in Hawaii.

Ms. SAXOD. So true.

Senator HAYAKAWA. I'm very grateful for your testimony.

It raises so many questions about the adequacy of Federal services in responding to the needs of the people. You were saying that when you telephone in, Ms. Saxod, you telephone in and they put you on hold and finally you reach somebody and they tell you you have the wrong office and you should be referred to somebody else and so on. One advantage—although it's not always an advantage—being a Senator when you call an office "Yes, sir, Senator. Yes, sir, we'll take care of it right away." But then you get the wrong office, too. The bureaucracy is extraordinarily cumbersome, and the people who answer telephones some of them are extraordinarily expert, but some of them are just being trained. Every office has a bunch of these. It is almost an insolvable problem because every office has so many functions, so many branches, so many secretaries and assistant secretaries and deputy assistant secretaries and so on and so on, people who work under them. It's a real rat's nest.

Well, I'm grategful to you again for your testimony, and we'll see what can be done, if anything.

Ms. SAXOD. Thank you.

Senator HAYAKAWA. Thank you.

We have a panel next.

By the way, about the procurement seminar this afternoon at 1:30, 5,000 letters of invitation on the seminar were mailed out in addition to the notification in the Commerce Business Daily.

Panel 1 today consists of Mr. Douglas Holiday, of Sky Controls, Sun Valley, Calif.; Earlene Christenson, Ontario Air Parts, Inc., Fontana; Mr. Jerry Layton, of Donallco, North Hollywood; and Mr. Brian Cole, of Consolidated Aeronautics Corp. in North Hollywood.

You're Mr. Cole?

Mr. COLE. I'm Mr. Cole.

Senator HAYAKAWA. Oh, Mr. Petrillo, you're with the panel, also?

Mr. PETRILLO. Yes.

Senator HAYAKAWA. You're their attorney?

Mr. PETRILLO. I'm the attorney for the association.

Senator HAYAKAWA. Have you agreed among yourselves as to who shall start?

Mr. PETRILLO. Yes, we have. I would like to ask Mr. Brian Cole, of Consolidated Aeronautics to start the presentation.

Senator HAYAKAWA. All right. Fine. Mr. Cole.

STATEMENT OF BRIAN COLE, CONSOLIDATED AERONAUTICS CORP., NORTH HOLLYWOOD, CALIF.

Mr. COLE. Well, let me start with good morning and thank you on behalf of the National Association of Aircraft and Communication Suppliers for your involvement in our struggle.

Senator HAYAKAWA. What's the name of the association.?

Mr. COLE. National Association of Aircraft and Communication Suppliers.

Senator HAYAKAWA. All right, and you are Mr. Cole?

Mr. COLE. Brian Cole.

Senator HAYAKAWA. Please proceed, Mr. Cole.

Mr. COLE. Thank you. S. 1947 changes section 8E of the Small Business Act by adding one new sentence. This sentence establishes a 15-day minimum between publication in the CBD of an intent to solicit and the publication of that solicitation. It also establishes a 30-day minimum between the issuance and publication of a solicitation and the close of competition for the award. Along those same lines, 30 days minimum between publication of an intent to place a basic ordering agreement and the actual award of that agreement. This timeframe is an exciting step forward for small business, and we're very pleased to see this action because it's going to be very helpful.

However, there are also some other shortcomings of the CBD, which we would like to mention and hopefully include. We would like to see that all solicitations of $10,000-plus are published in the CBD, which heretofore has not been the case. Also, each of those solicitations we feel must include as a minimum the nomenclature of the material to be procured, the national stock number, the manufacturer's part number, the quantity to be procured, and the application of material such as an aircraft model perhaps, the name of the procuring activity, the identification of the buyer with the buyer's name, his phone number, his office symbol code so that we can contact this buyer.

The solicitation number and type of procurement is also very important, whether it be an invitation for bid (IFB) or a request for proposal (RFP) or a request for quotation (RFQ). This makes a big difference, also.

Of course, the solicitation due date is very necessary and whether or not telex bids are acceptable. Some buying activities will accept telex bids and some of them won't, it's sometimes hard to know.

I have an example of an untimely reporting of the CBD back in December 11, 1981. We found an ad of particular interest to us for some aircraft spare parts that the Air Force was contemplating procuring. Our company submitted a telex proposal on January 4, 1982. We received an unsuccessful bid notification on January 20, 1982.

I called the buyer on that same day, and the buyer told me that McDonnell-Douglas had received the forward pricing agreement award back on December 16, 1981.

Now, this is only 5 days after it appeared in the CBD. So I asked the buyer further how this works, these forward pricing agreements. She stated that the buyer has only 25 days from the time the buyer receives the request to purchase to the date that they must have the order placed. Otherwise, they're on the delinquent list with their supervision. I was able to obtain the figures of the award and the loss of a potential savings to the Government of 30 percent by going directly to the prime manufacturer versus entertaining an unsolicited proposal from a small business for a total of approximately $9,000.

Another example more recently, February 1, 1982——

Senator HAYAKAWA. Before you go on with that, will you explain that to me? You got your bid in and what happened?

Mr. COLE. We submitted our bid on January 4, and then I was notified by——

Senator HAYAKAWA. Well within the timeframe you were supposed to get it in.

Mr. COLE. Isn't that why we're here, to establish that time frame?

Senator HAYAKAWA. What was the announced timeframe at the time?

Mr. COLE. There wasn't any. I had no idea how these forward pricing agreements worked. I had no idea what the guidelines or the ground rules were.

Senator HAYAKAWA. So you got your bid in on January 4?

Mr. COLE. Yes; and then 16 days later I was notified by the buyer that the award was made to McDonnell-Douglas, and after asking, I determined that they paid 30 percent more at McDonnell than they would have at Consolidated Aeronautics.

Senator HAYAKAWA. They received that order back in December sometime?

Mr. COLE. Yes; only 5 days after it was advertised in the Commerce Business Daily.

So I think that these new guidelines will be most beneficial.

Senator HAYAKAWA. So they have inside track on these.

Mr. COLE. Yes. Through this forward pricing agreement or arrangement of which I'm very much in the dark, they do have a definite advantage. I would like to see small business have a chance to bid on these procurements, and I'm hoping that your bill will allow that by establishing the 15- and 30-day timeframes.

Senator HAYAKAWA. Would a 45-day notice allow that time?

Mr. COLE. Yes, it does. Very definitely, 45 days should be adequate.

Senator HAYAKAWA. Thank you.

Mr. COLE. I have one other example from February 1, 1982, where seven ads appeared in the CBD all with the same format, advertising spare parts for various aircraft. A total of 13 line items were listed, including the Navy contract numbers and the fact they had been placed on November 16, 1981, some 2 months prior. It gave the solicitation number, dollar limit, and the fact it was awarded to McDonnell. Why is that even published in the CBD, I asked myself; 2 months later the fact that they had awarded it to McDonnell-Douglas. Small business never saw the opportunity until 2 months later. These are some of the inadequacies of the CBD that we have found recently. Thank you.

Senator HAYAKAWA. Thank you, Mr. Cole.

Now, who is next?

Mr. **Petrillo**. Senator, I would like to call next Mr. Jerry Layton to make his contribution. Before doing so, I would like to underscore that the second example raised by Mr. Cole was one in which the synopsis raised "Spare parts for various aircrafts." There was never any identification of exactly what was being bought, and there was absolutely no opportunity to begin to contemplate a bid under that kind of a ridiculous synopsis.

I would like to ask Mr. Layton to discuss the matter.

STATEMENT OF JERRY LAYTON, DONALLCO, NORTH HOLLYWOOD, CALIF.

Mr. **Layton**. Good morning, Senator. Thank you very much for the opportunity. We're eager and anxious and desperate to be heard about these matters. To give you a little idea of my background, I received my procurement training from the Government. I was a buyer trainee after getting out of college and received extensive procurement training and became an administrative contracting officer with the Air Force, and private enterprise appealed to me. So I started my own consulting business. So I've been on both sides of the fence, and I've been in Government contracts for 15 years. Also, associated with small business. So I'm very familiar with the difficulties.

I made a living because of these difficulties, as a matter of fact, as a consultant. The Commerce Business Daily is one of the methods, of course, that we can receive this information of all the procurements the Government is buying, but I want to point out one thing. Your emphasis was on Washington, D.C., the difficulty of Washington, D.C. But that's—most of us in business do business with at least seven major procurement centers. There are five Air Force centers that are prime procurement centers scattered across the United States. The prime Navy procurement center is in Philadelphia, and the Army aviation command is in St. Louis. Then, in addition other people, of course, through the Warren Tank Command and infantry or whatever. But our business is associated with the aircraft, and that is seven procurement centers. So we need information from all those centers. As a matter of getting representation from one place like Washington, D.C., we might get a representative to do that business, but we have to cover seven bases.

So that's virtually impossible for small business to get adequate coverage. We supplement the Commerce Business Daily with commercial bid service for which we pay pretty substantially for. They have a number of people that go to the contractor relations office and extract information that are involved in the procurement of that particular center. They furnish us pretty good information, competitive status, previous history, and so forth, but these are primarily to be under $10,000-type procurements because the Commerce Business Daily is obligated to publish everything over $10,000.

There are four points that I would like to make for the Commerce Business Daily to be truly more effective for small business and cost effective for the Government. The first one you heard many times. Response time. 45 days is attractive. I would think I died and went to heaven if I had 45 days to prepare a bid in lieu of after the fact, usually. An adequate description is mandatory. Mr. Cole brought up some of the points and the lady before discussed the difficulty of reaching somebody. But every procurement that is made has a buyer, and it's a simple matter to have the buyer's name, the symbol, and the activity from which it's from, to be included in that proposed procurement. You have to have a direct point of contact. The buyer is directly responsible for that procurement. It doesn't seem too difficult to put in every procurement.

I'm also concerned about the publishing of all the procurements that are currently required to be published in the Commerce Business Daily. I know from experience, both on the Government's side and in private industry, that is not nearly all the procurements—it's obvious from the size of the Commerce Business Daily. I'm sure there are constraints within the budget as to how many can get into the Commerce Business Daily, but there needs to be more. As an example of—I think it's kind of pennywise and pound poor because we bid primarily on the sole-source procurements as well as competitive, by unsolicited proposals. My company alone does 3 million dollars' worth of business with the Government a year. We historically sell for probably 60 percent of what the previous sole-source supplier, usually big business, their selling price. So my company alone contributes $1.2 million on an average of savings—direct savings every time we can get a contract, we count on at least a 35- to 40-percent savings.

Now, it brings up a point in the Commerce Business Daily on competitive procurements, especially small business. I must say that Commerce Business Daily has done a pretty good job of giving advance notifications. On sole-source procurements, on which many of us thrive in competition in struggling to compete with, sole-source dates are never published. I can say categorically they're never published. If they are, those are the ones that we find 2 days, 5 days, certainly less than 15 days to respond to. We have a lot of work to do in 5 or 10 days to get a bid from any city to realize—or the Government to realize a 40-percent savings. I don't know how many times I lost out just because of time constraints. If even on sole-source procurements, noncompetitive procurements, those that the Commerce Business Daily have a footnote and say "We're not looking for other solicitations." That's okay if they're not looking for it. If they get one, they're going to save 35 percent, 40-percent, whatever. If they would publish those also 45 days ahead of time, I think the Government is going to quit being pennywise and pound poor.

There is another point that I would like to bring up. Your bill addresses primarily time. As we mentioned before, over $10,000 procurements are supposed to be advertised in Commerce Business Daily. This may or may not be related, but I would like to bring it up as a precaution. The Carlucci papers are changing the small business procedures to be increased to $25,000, which is good as long as it does not affect the publishment in the Commerce Business Daily. If you raise the limit in the Commerce Business Daily to publish anything over $25,000, which should be in the small business procedure, it could be devastating to small business. Our average contract is approximately $4,000, which means—and we get a lot of business out of Commerce Business Daily—that those are expected to be over $10,000. If our original contract is $5,000, you can start seeing where we're competing on these. You expect to pay more than $10,000 and you're paying $4,000 or $5,000 or $6,000.

So if you raise it to $25,000, we don't get too many of those, and the Commerce Business Daily would be virtually useless to small business.

I think that's just about all I have to add at this time. I do appreciate this opportunity very much.

Senator HAYAKAWA. I take it then you certainly do not support the proposal of the Office of Federal Procurement Policy to raise the advertising procedures to $25,000 for all contracts.

Mr. LAYTON. I hope that's not even a policy. The $25,000 in the Carlucci Papers was addressed to the small purchase procedures and internal procedures for, you know, paperwork.

Senator HAYAKAWA. It's not a policy. It's just a proposal so far.

Mr. LAYTON. A proposal. It would be devastating if you were to raise the published figures in the Commerce Business Daily to $25,000. Even $10,000 is—we're losing a lot of business by not seeing things under $10,000, but if there has to be an arbitrary cutoff, if it's $10,000 even if inflation remains, you're going to continue to realize a vast savings.

Senator HAYAKAWA. $10,000 is a little high.

Mr. LAYTON. There is a lot of business. I can understand if you get under $5,000 you're going to have a volume a day published. I understand that. So I understand there has to be this arbitrary cutoff, and $10,000 is marginal. That's a little high, also. So we can live with it.

Senator HAYAKAWA. You're making a distinction between civilian notices and military notices.

Mr. LAYTON. Well, I'm not involved with civilian notices. Military is where we do our business. We support the Department of Defense. So that's the $10,000 limit.

Senator HAYAKAWA. So you don't have an opinion?

Mr. LAYTON. Not on the civilian level. I really have no idea about those services at all.

Senator HAYAKAWA. Are there other methods available for examination of Federal contract information?

Mr. LAYTON. I beg your pardon?

Senator HAYAKAWA. Are there other methods available for examining the Federal contract information besides the Commerce Business Daily?

Mr. LAYTON. Well, we retain the services of commercial bid services. My company—we have a warehouse manager available to us at one of the prime locations, Tinker Air Force Base. That's sort of—that's because we have a different job for him there. We couldn't afford a full-time representative on these bases, and that's the only way you can get the information.

I failed to mention another—we talked about publishing all the requirements—the procurements that are required by regulation. We have numerous examples, and it shows the importance of the Commerce Business Daily. We will get information from one of our commercial services that shows over 10,000—obviously over $10,000 procurement from RFP or something, but it would never show up in Commerce Business Daily. On the other side of the coin, we see them in the Commerce Business Daily, and they don't get out in the commercial—in the small business office. So we know that everything isn't getting out in the contract relations office, the small business liaison offices where they display all the procurements. They're not getting all out there like they're supposed to be, but they do somehow get synopsized, which is pointing out the importance of Commerce Business Daily. If they don't show up and they do have a bid service, they're extracting everything off the board. We would miss out completely had we not been reading the Commerce Business Daily, and it shows up there, but we see it both ways where our representatives or other services find them on the board in the procurement centers, but they don't get into the Commerce Business Daily. So we have it both ways. It's a heck of a job double-checking and reading everything twice. We would like to have one nice concise informative document.

Senator **HAYAKAWA**. Well, there are reasons, are there not, like national emergencies where you wouldn't advertise?

Mr. **LAYTON**. There are exceptions, yes. One of them would be an urgency of procurement. I understand—fully understand you can't get in on everything. However—well, that's marketing. If we can find out about those procurements—my particular firm is probably able to provide and satisfy that requirement faster than the prime, which probably has an 8-month lead time.

Senator **HAYAKAWA**. How large is your firm?

Mr. **LAYTON**. We have 270 employees.

Senator **HAYAKAWA**. You have 270 employees? That's by definition a small business.

Mr. **LAYTON**. Yes, we're also sometimes a nonprofit organization. It wasn't intended to be that way.

Senator **HAYAKAWA**. Thank you very much.

Mr. Petrillo.

Mr. **PETRILLO**. Yes, Senator. I would like now to have Ms. Earlene Christenson, Ontario Air Parts, to provide her testimony today.

Senator **HAYAKAWA**. You are from Ontario Air Parts, Inc., in Fontana?

STATEMENT OF EARLENE CHRISTENSON, ONTARIO AIR PARTS, INC., FONTANA, CALIF.

Ms. **CHRISTENSON**. Yes.

We feel it is a privilege to have the opportunity to come and voice our opinion on the CBD and perhaps make some suggestions on how we feel it could be improved in order to benefit the small businessman, more effectively. We do urgently request that the Government does consider improving the small businessman's chance to bid on Federal procurement requirements. Concerning the subject at hand right now, your bill S. 1947, in order for us as small business people to compete with the original larger manufacturer we need time to evaluate the part. As it stands right now, the Commerce Business Daily is published. It takes a couple of days through the mail on first class mail to arrive at our facility. If we have to request a bid set that takes another 3 or 4 days. If we have to return that bid set, another 2 days is taken up. Therefore, we've used up the entire amount of time that is presently allowed us, and we've had no time to research, to insure that the part that we are supplying is up to the quality and the performance level that the original manufacturer has already had the capabilities of doing. At present the private bidding services that we subscribe to, as Jerry had pointed out to you, gives us better coverage than the CBD, and it's really a shame that it does. I have an example from private bidding services: We came across a requirement on November 16 with a due date listed of December 10. That same requirement later showed up in Commerce Business Daily on November 25 with no due date listed. Are we to understand that our private bidding services have access to Federal procurement requirements before the Government's own publication does?

We also feel that there should be some guidelines. As I said, on the above example there was no due date listed in the Commerce Business Daily. If there were some guidelines listed, some uniformity in the way that a synopsis is published in the Commerce Business Daily, with parts numbers, national stock description, buyers names, which is frequently left out, due dates, which are consistently left out, uniformity in these would also cut down on time factors. It would also cut down on us calling up the various installations trying to trace down a buyer or someone that we could talk to on those requirements.

Also, as smaller business, the Commerce Business Daily loses it effectiveness if you do raise that $10,000 level to a $25,000 level. We as small businessmen survive on contracts and orders under $10,000. You are leaving out vital information that can benefit us greatly. If the extra information costs additional money, we are more than willing to pay the additional costs. At present we pay out $200 to $300 a month to private bidding services, which cover the military requirements, but they don't cover them to the same extent that the Commerce Business Daily is. We find, as Jerry pointed out, items in Commerce Business Daily never show up in our private bidding services. Of course, it works the other way around, also.

So we feel the cost of the Commerce Business Daily to a point is irrelevant if that information is allowed us. If we obtain one contract a year from information found in the Commerce Business Daily, we feel the cost of that publication has been paid for.

Senator HAYAKAWA. Tell me about these private bidding services, how do they operate?

Ms. CHRISTENSON. They go to the small business office at each military installation. They make a listing of the requirements that are posted, which are generally requirements that are under the $10,000 level, which are not covered by the Commerce Business Daily. They have a uniform format that they follow, including request number, buyer's name, phone numbers, basically the same thing that we would like to see come out in the Commerce Business Daily.

Senator HAYAKAWA. Do they have one service for the entire country or different ones for different places?

Ms. CHRISTENSON. No, every military installation probably has four or five private companies that do watch their bid boards.

Senator HAYAKAWA. I see, and you pay for those?

Ms. **Christenson**. Yes. Yes, sir, we pay for bidding services. The company that I work with we pay approximately $200 to $300 a month at present for these private bidding services.

Senator **Hayakawa**. And you get more out of these than you do out of the CBD?

Ms. **Christenson**. I can't say we get more out of them. They balance each other out.

Senator **Hayakawa**. Since they handle so many of these transactions that are under $10,000, which the CBD doesn't touch at all, they're more within your range.

Ms. **Christenson**. Yes, they are extremely valuable. However, as Jerry pointed out, the CBD right now has a level of $10,000.

Also, in the company that I work for what Government estimates to be a $10,000 contract, 90 percent of the time our company would probably be under the $10,000 level. I feel like the small businessman has the capability to save the Government money.

Senator **Hayakawa**. All the witnesses so far have said that small businesses can undercut the price of the larger corporations. Is that generally true?

Ms. **Christenson**. I feel it is.

Senator **Hayakawa**. What about the economies of size and so on that the big corporations tell us about.

Ms. **Christenson**. With size you end up with a lot of paperwork. If you call McDonnell-Douglas you can't even get an answer back on a request for 13 weeks. It costs money when paperwork rolls around for that long. I just feel like the small businessman has the effectiveness, because of his size, to cut down the overhead and to improve on the price.

Senator **Hayakawa**. That is because small businesses are quicker to react, are more lively, are more limber.

Ms. **Christenson**. Yes.

Senator **Hayakawa**. That's what my father always told me. He wasn't a successful small businessman.

Ms. **Christenson**. Well, we are trying very hard to be successful. I do have a couple of examples here.

Senator **Hayakawa**. Please tell us about them.

Ms. **Christenson**. I would like to point out some of our experiences with the Commerce Business Daily. We had a requirement that showed coming November 15 for Tinker Air Force Base, we found it on a private bidding service on November 18 with a closing day of November 10. It showed up in CBD on November 20, no closing date. With the advanced notice from the bidding services we were able to bid this successfully and to save the Government some money.

Another one of a different type, we had a request coming out of Aviation Supply Office. We heard about the requirement from Commerce Business Daily published December 30. With the holidays we received it January 4. We submitted a bid on January 7, which we thought was fast, we received a notification that our quote was received too late. These are some time examples.

[The material follows:]

EXAMPLE # 1

PART NUMBER 333815,(BEARING) WAS REQUESTED BY TINKER AIR FORCE BASE. WE FOUND OUT ABOUT THIS REQUIREMENT THRU A PRIVATE BIDDING SERVICE GARNER PAYNE ON NOVEMBER 16, 1981 WITH A CLOSING DATE OF DECEMBER 10, 1981. THE SAME REQUEST SHOWED UP IN CBD NOVEMBER 25, 1981 WITH NO CLOSING DATE SHOWN.

BECAUSE OF THIS NOTICE FROM OUR PRIVATE BIDDING SERVICE, WE WERE ABLE TO SUCCESFULLY RESEARCH AND QUOTE THE PART. HAD WE RELIED ON THE CBD WE WOULD NOT HAVE HAD SUFFICIENT TIME.

PAGE OC 11 11/16/81

ITEM	DESCRIPTION APPLICATION	ORIGINAL MFGRS PART NO NATIONAL STOCK NUMBER	QUANTITY DELIVERY	LATEST PRICE CONTRACTOR	STATE	BUYER SOLICITATION	BID DUE P/R NO.
2 • TWX	GEARSHAFT,SPUR ACFT HYD SYS/COMP	703098 SUNDSTRAND 3040 00 130 9425 HS	10 AUG SEP 83	MAR 1980 11 AT 1,201.72 SUNDSTRAND	IL	SHIRLEY HANSON PHWAB 4381	30NOV ORIGIN 2-56961
3 • TWX	GEARSHAFT,SPUR ACFT HYD SYS/COMP	714900 3040 01 032 5264 HS	11 OCT DEC 82	AUG 1980 17 AT 433.74 SUNDSTRAND	IL	SHIRLEY HANSON PHWAB 4381	27NOV ORIGIN 2-56986
4 • TWX	GEARSHAFT,SPUR ACFT HYD SYS/COMP	714903 SUNDSTRAND 3040 01 033 3357 HS	36 NOV DEC 82	JAN 1980 25 AT 412.81 SUNDSTRAND	IL	SHIRLEY HANSON PHWAB 4381	23NOV ORIGIN 2-56985
5 • QSR	BEARING,ROLLER,CY PWA TF33 ENG	333815 PWA HARTFORD 3110 00 864 934[illegible] RV	137 60DAY JAN84	AUG 1979 1 AT 200.00 UNITED AERO	OK	MS C.PATTERSON PHZEA 609[illegible]	10DEC ORIGIN 2-23473
6 • QSR	BEARING,SLEEVE J-33,J-35,J-71	6701478 GEN MOTORS CORP 6701478 DETROIT DIESEL 3120 00 662 2650 PJ	250 NOV81 JAN83	STOCK LIST PRICE 1.23		SANDRA JORAY PHZEB 4235	25NOV ORIGIN 2-23730
7 • TWX	BUSHING,SLEEVE PWA TF-30	2631016 3120 00 978 0727 PQ	95 NOV 82	STOCK LIST PRICE 1.95		J. SINGLETON PHZEA 3006	27NOV ORIGIN 2-00734
8 • TWX	PUMP,ROTARY ACFT HYD SYS/COMP	690369C SUNDSTRAND 699523 SUNDSTRAND 4320 00 507 2621 HS	67 JAN 84	JUNE 1977 7 AT 380.00 SUNDSTRAND	IL	SHIRLEY HANSON PHWAB 4381	30NOV ORIGIN 2-39871
9 • QSR	SEAT,VALVE ACFT HYD SYS/COMP	427279 SPERRY VICKERS 4320 00 509 7721 HS	140 APR 82	SEPT 1980 70 AT 5.40 SPERRY VICKERS	MS	GLYNDA GENTRY PHWAB 4381	25NOV ORIGIN 1-05749
10 • TWX	HANDLE,RECIPROCAT ACFT HYD SYS/COMP	406223-3 BENDIX 406223-3 BENDIX CORP 4320 00 708 8986 HS	125 MAY OCT 82	JULY 1978 191 AT 26.09 BENDIX	CA	TAZE HEARN PHWAB 4381	25NOV ORIGIN 2-56977
11 •	PARTS KIT, PUMP,	31-0123 SUNDSTRAND 4320 00 753 1469 YQ	168 JAN MAR 83	MAY 1978 633 AT 4.96 KITCO, INC	UT	J.D. BUTLER PHWAM 4291	14DEC ORIGIN 2-42011
12 • TWX	PUMP,ROTARY ACFT HYD SYS/COMP	695546 SUNDSTRAND 4320 00 798 6264 HS	115 JUN 83	APR 1978 66 AT 282.24 SUNDSTRAND	IL	SHIRLEY HANSON PHWAB 4381	30NOV ORIGIN 2-39846
13 • TWX	TUBE ASSEMBLY,MET TEMP/PRESS CONT	10C0002-0045 ESSEX CRYO 4710 00 947 0720 TP	60 APR JUN 82	JULY 1980 52 AT 35.37 ESSEX CRYOG	MO	K. WESTERVELT PHWCA 4371	04DEC ORIGIN 2-57095
14 • TWX	TUBE ASSEMBLY,MET AGM-69 SRAM	21A12915-101-11 BOEING-SEATTLE 4710 01 034 3976 CJ	2 MAR 82	STOCK LIST PRICE 34.84		BETTY ESHBAUGH PHWAB 4381	25NOV ORIGIN 2-43059
15 • TWX	TUBE ASSEMBLY,MET AGM-69 SRAM	21A12916-101-11 BOEING-SEATTLE 4710 01 034 8720 CJ	10 NOV 81	STOCK LIST PRICE 29.46		BETTY ESHBAUGH PHWAB 4381	20NOV ORIGIN 2-43060
16 • QSR	VALVE,SAFETY REL	25-72002-1 MCDONNELL-DOUG 2394210 TAVCO INC 4820 00 202 5538	87 JUL 82	AUG 1979 68 AT 44.62 TAVCO INC	CA	MARY SWANSON PHWAL 4381	01DEC ORIGIN 2-56407
17 • TWX	VALVE,REGULATING,	3P91007-103 LOCKHEED ACFT 3P91007-103 LOCKHEED-GA 4820 00 759 6907 YQ	71 JAN 83	DEC 1978 2 AT 1,530.00 CRANE CO	CA	PEGGY COOPER PHWCA 4371	10DEC ORIGIN 2-3[illegible]736

31 -- BEARING, BALL, ANNULAR—NSN 3110-00-723-3372—RFP DLA500-82-R-0094 is hereby extended to 21 Dec 81 in lieu of as listed.
31 -- BEARING, BALL, ANNULAR—NSN 3110-00-141-9810—S/O DLA500-82-B-0267—is hereby extended to 7 Dec 81 in lieu of as listed.
31 -- BEARING, ROLLER—NSN 3110-00-994-1107—RFP DLA500-81-R-1280—is hereby extended to 10 Dec 81 in lieu of as listed.
31 -- BEARING, PLAIN, SELF-ALIGNING—NSN 3120-00-043-7678—RFP DLA500-81-R-0660—is hereby extended to 10 Dec 81 in lieu of as listed. (324)

Defense Industrial Supply Center, 700 Robbins Ave.,
Philadelphia, PA 19111, Tel 215/697-3909

31 -- BEARING, ROLLER NSN 3110 00 994 6268H—P/N 332015—Qty 83 each—appl to T53 Engines—deliveries to Tinker—RFP F34601-81-R issued to United Technologies Corp, Pratt/Whitney Acft Govt Prod Div, PO Box 2691, PBGF K-14, West Palm Beach FL 33402. Contact Carol Patterson, OC-ALC/PMZEA, at 405/734-4475—See notes 26, 27, 32, 46, 73 and 81. Reference Note 33, for Qualification Procedures, contact PMXM/5941. (327)

Directorate of Procurement & Production, Oklahoma City, ALC, Tinker AFB, OK 73145

31 -- BEARING, BALL, ANNULA, SPEC MIL-B-17931 (QPL) except as modified or amplified in IFB, NSN 1H 3110-00-987-3736 NT (WNAM) deliveries to Norfolk, VA, Oakland CA & Charleston, SC—156 ea—IFB-N00104-81-B-070—Bid opening 23 Dec. 81. See notes 9, 36 & 44. (327)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

TANK

● 31 -- BEARING, BALL, THRUST. NSN 3110-00-100-8515. TDPL: 9015867. FOB: Destination. Qty: 2,880 ea. Sol. DAAE07-82-B-2049. Bid opening date 30 Dec. 81. See notes 43, 56, 60 & 86. (327)

U.S. Army Tank Automotive Material Readiness Command, Attn: DRSTA-IPD, Warren, MI 48090 Tel: 313/574-8140

2 Woodworking Machinery and Equipment.

32 -- ONE 20 INCH BAND SAW, one filing after saw and one 24 inch ...er. Deliver FOB destination. IFB NAF-VTF-82-B-0004. Bid opening o/a 30 ...c 81. This is a non-appropriated fund procurement. Buyer: Tarr (327)

Contracting Division, DIO, Attn: Esthel P. Umscheid, (913) 684-4854, Bldg 198, Rm 182, Fort Leavenworth, KS 66027

4 Metalworking Machinery.

34 -- GRINDER, TOOL, CUTTER AND RADIUS, 13" swing x 6" between centers. IAW Federal specification 00-G-692C dtd 15 Oct 1973—qty 3 Destination Bremerton, WA. Sol. N00600-82-R-0633. Approx. issue date 19 Nov 81. Closes 30 days after issuance.
34 -- TOOL AND CUTTER GRINDER Size 1027. IAW Federal specification 00-G-692C dtd 15 Oct 1971. Qty 1 ea. Destination National City, CA. Sol. N00600-82-R-0252. Approx issue date 19 Nov 81. Closes 30 days after issuance.
34 -- ONE 42"X10' HYDRAULIC OPENSIDE PLANER, Type II. IAW Military Specification MIL-P-80136A dtd 18 June 74. Qty 1 ea. Destination Naval Station, San Diego, CA. Sol. N00600-82-R-0625. Approx. issue date 19 Nov 81. Closes 30 days after issuance.
34 -- TUBE BENDING MACHINE IAW Specifications in Sol. Qty 1 ea. Destination Philadelphia, PA. Sol. N00600-82-R-0568 approx issue date 19 Nov 81. Closes 30 days after issuance.
34 -- SHEARING MACHINE, metalcutting, mechanical drive capacity. specifications in Sol. Qty 6 ea. Destination various. Sol. N00600-82-B-... Approx. issue date 19 Nov 81. Bid opening 30 days after issuance.

Department of the Navy, Naval Regional Contracting Office, Washington Navy Yard, Washington, DC 20374, Bid Branch, 202/433-2924

34 -- INSERTS CUTTING KENNAMETAL types NR, NTF, CNMG, TPG, & TPGF various grades, total of 1250 pieces required. Dealers may quote. ...ery to Hill AFB Utah. RFP F42650-82-R0048 closing date of 21 Dec 81.

Directorate of Contracting & Manufacturing (PMDAD), Ogden ALC, Hill AFB, UT 84056, Tel 801/777-6498

34 -- ELECTRODES, WELDING Spec MIL-E-22200/2 (QPL) except as modified or amplified in RFP, NSN 1H 3439-00-460-7848L1 (WNAM) deliveries Oakland CA—2000 lb—RFP N00104-81-R-XQ72—RFP due date 28 Dec

35 Service and Trade Equipment.

35 -- CRANE-JIB-TYPE quantity 4—w/electric hoist 220V AC 3 phase 60 hertz. Delivery to Tooele Army Depot, IFB DAAG49-82-B-0026—opening 29 Dec 81. Bid sets available at Tooele Army Depot. Request for bid set due within 10 days after date of publication. (323)

SDSTE-ASP, James R. Morris, 801/833-2436, Procurement Division, Tooele Army Depot, Tooele, UT 84074

35 -- IRONER, FLATWORK, COMMERCIAL—IFB DAKF10-82-B-0021—Bid Opening 21 Dec 81. Exempt from Commodity Assignment pursuant to DAR 6-1201.2(C). (327)

Contracting Division, Building 06, Fort Stewart, GA 31314 Attn: Ms. Ogburn Phone (912) 767-8430

36 Special Industry Machinery.

36 -- CUTTING MACHINE, GLASS, POWER OPERATED NSN 3615-00-223-7432. Barrett Corp P/N 41-655—6 ea—Destin San Diego CA—RFP DLA400-82-R-1153—RFP due date 24 Dec 81—For tech info contact Ms. Perry, 804/275-3605. See notes 55, 72, 73 and 80. (323)

Defense General Supply Center, Richmond, VA 23297, Tel 804/275-3363

36 -- AUTOMATIC WIRE MARKING SYSTEM IAW specifications in Sol. Qty 1 ea. Destination Norfolk, VA. Sol. N00600-82-R-0375. Approx issue date 19 Nov 81. Closes 30 days after issuance. (323)

Department of the Navy, Naval Regional Contracting Office, Washington Navy Yard, Washington, DC 20374, Bid Branch, 202/433-2924

37 Agricultural Machinery and Equipment.

37 -- MOWER, TRACTOR DRAWN 4 ea, IFB DABT02-82-B-0016 Bid Opening 21 Dec 81. (327)

Procurement Division, Fort McClellan, AL 36205 Attn: Donald Earl, 205/238-3312/3822

38 Construction, Mining, Excavating, and Highway Maintenance Equipment.

38 -- CORING BITS-finger type, to be used with Christensen Conventional Type Core Barrels, Tungsten substrate with .040" of Polycrystalline diamond crown to the cutter face—4 each—Destination Denver, Colorado—RFQ C-0000-1207—Negotiations to be conducted with Christensen Dia-Min Tools, Inc.—Bits are for special applications, patent held by Christensen. (327)

U.S. Department of the Interior, Geological Survey, Procurement and Contracts Section, Room D-2610, Building 25, Box 25046, Denver Federal Center, Denver, CO 80225 Attn: Shirley Combs

39 Materials Handling Equipment.

39 -- ELECTROHYDRAULIC SCISSORS LIFT, 4000 Lb. Capacity. Twenty-nine Lifts to various destinations within the Central Region. IFB: 109604-82-A-0017 will be issued o/a 30 Nov. 81, with bids due thirty days thereafter. Requests for IFB's must be in writing and on a first-come, first-serve basis. (327)

U.S. Postal Service, Manager, Contracts & Supply Management Branch, 433 W. Van Buren St., Rm. 1104, Chicago, IL 60699 George E Defeller 312/886-3226.

39 -- WOOD DECK SKIDS-Semi-live, 2 wheels and wood platform trucks Sol. 10PN-NTD-5293 Definite Quantity—165 ea F.O.B. National Record Center, Washington, DC; National Archives Center, Washington, DC, and Federal Archives Center, East Point, GA. (327)

Business Service Center General Services Administration 440 Federal Building Seattle, WA 98174 Tel: 206/442-5556

40 Rope, Cable, Chain, and Fittings.

40 -- CHAIN, WELDED—NSN 4010-00-194-1734—Spec NR RR-C-271B 28 Aug. 73 TY 1 GRC CL4—38 DR—deliveries to Def Dep Mechanicsburg, PA, Def Dep Memphis, TN, Def Dep Ogden, UT—S/O DLA500-82-B-0913—Bid opening date 8 Jan. 82—For tech info contact G. Slade, 215/697-301—See notes 4 and 55.

New Cumberland Army Depot, New Cumberland, PA—7,050 ea—S/O DLA500-82-B-0893—Bid opening 5 Jan. 82—For tech info contact F. K. Moon, 215/697-3277—See notes 4 and 55. (327)

Defense Industrial Supply Center, 700 Robbins Ave.,
Philadelphia, PA 19111, Tel 215/697-3909

40 -- ROPE, FIBROUS, DOUBLE BRAIDED—NSN 4020-01-029-0663—S/O DLA500-82-B-0158—is hereby extended to 11 Dec 81 in lieu of as listed. (324)

Defense Industrial Supply Center, 700 Robbins Ave.,
Philadelphia, PA 19111, Tel 215/697-3909

41 Refrigeration and Air-Conditioning Equipment.

41 -- TABLE, REFRIGERATED PREPARATION Qty 3 ea—Destination: Several—Sol. N00600-82-B-0721—Approx issue date 3 Dec 81—Bid opening 30 days after issuance—Limited number of copies of solicitations available—Inquiries- Bid Branch, 202/433-2924.
41 -- REFRIGERATOR CABINETS Qty 3 ea—Destination: various—Sol. N00600-82-B-0740—Approximate issue date 3 Dec 81—Bid opening 30 days after issuance—Limited number of copies of solicitation available—Inquiries-Bid Branch 202/433-2924. (327)

Naval Regional Contracting Office, Washington Navy Yard, Washington, DC 20374

MC

41 -- FAN TUBE AXIAL Sol. F04606-82-R-0431S. Response date 12/4/81. Contracting Officer F. Kelso PMZCB 916/643-4388. NSN: 4140 01 056 9312F, P/N 5602000-001—quantity 19 each, or 25 each, or 27 each—Delivery to McClellan AFB. Sol. issued to E-systems Inc. ECI Div. (FSCM: 90724), 1501 72nd St. N, St. Petersburg, FL 33733. See notes 27, 32, 33, 73 and 86. (327)

Sacramento ALC. Directorate of Procurement and Production, McClellan AFB, CA 95652

42 Fire Fighting, Rescue, and Safety Equipment.

● 42 -- CONTROL MODULE HEAT—5-19-6600—NSN: 4240-00-782-1176—End use: M51 Shelter (Z4)—Quantity: 142 each—F.O.B. destination—DAAA09-82-B-5231—Issue date o/a 18 Nov. 81 with opening date 45 days from issue—See note no. 42 & 57. Technical inq only Connie Troussel, 794-3824. Inquiries concerning Sol. only 309/794-4664 or 4166.
● 42 -- CARRIER, HOSPITAL, PROTECTOR HEADPIECE, M13—5-4-1002—NSN: 4240 00 368 6361—End use: Filter unit gas particulate 12 CFM, M12A1 (Z7)—Quantity: 1,200 ea—F.O.B. destination—DAAA09-82-B-5360—Issue date o/a 1 Dec. 81 with opening date 30 days from issue—See note no. 44 & 57—Sol. info only Mary Ann Wallen, 794-3796. Requests for sol. packages only 309/794-4664 or 4166. (324)

U.S. Army Armament Material Readiness Command, Attn: DRSAR-PCP-SP Rock Island, IL 61299

43 Pumps and Compressors.

43 -- REFURBISHMENT OF 21 ONE AND TWO SPEED AUXILLARY SEA WATER PUMPS AND MOTORS per AERP Refurbishment Instructions 4320-561-078 Rev D and attachments dtd 1 Oct 81—Delivery to destinations to be added at a later date—RFP N00102-82-R-0116 applies—See notes 49, 56 and 60.
43 -- REFURBISHMENT OF TWO EACH AIR CONDITIONING AUXILLARY SEA WATER PUMP AND MOTORS per AERP Refurbishment Instruction-4320-561-708 Rev B with attachments dtd 30 Sep 81—Delivery to destinations to be added at a later date—RFP N00102-82-R-0117 applies—See notes 49, 56 and 60. (327)

Purchase Services Branch, Code 535.3 Portsmouth Naval Shipyard Portsmouth NH 03801

47 Pipe, Tubing, Hose, and Fittings.

47 -- ADAPTER, STRAIGHT, TU Spec MIL-H-24135 (SHIPS) (QPL) except as modified or amplified in RFP. NSN 1H 4730-00-834-1858 (WNAM)—Deliveries to Portsmouth : NH & Oakland CA—66 ea—RFP N00104-81-R-A379—RFP due date 28 Dec 81. See notes 9, 24, 36 and 78.
47 -- ADAPTER, HOSE TO UNI Spec MIL-H-24136 (QPL) except as modified or amplified in RFP. NSN 1H 4730-00-949-8429L1 (WNAM) deliveries to Portsmouth NH—40 ea—RFP N00104-81-R-0505—RFP due date 28 Dec 81. See notes 9, 24, 36 and 78.
47 -- TUBE, METALLIC Spec MIL-T-20157 except as modified or ampli-

EXAMPLE # 2

PART NUMBER 374455-3 (HYDRAULIC,BOOSTER) WAS REQUESTED BY TINKER AIR FORCE BASE. WE FOUND OUT ABOUT THIS REQUIREMENT THRU GARNER PAYNE ON NOVEMBER 18, 1981 WITH A CLOSING DATE OF DECEMBER 10, 1981. THE SAME REQUIREMENT SHOWED UP IN CBD NOVEMBER 20, 1981 WITH NO CLOSING DATE.

AGAIN THE ADVANCE NOTICE MADE IT POSSIBLE FOR US TO RESEARCH AND QUOTE THE PART OUT.

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	PTION ICATION	ORIGINAL MFGRS PART NO NATIONAL STOCK NUMBER	QUANTITY DELIVERY	LATEST PRICE CONTRACTOR	STATE	BUYER SOLICITATION	BID DUE P/R NO.
/ TWX	BOOSTER,HYDRAULIC	[redacted] [redacted] 1650 00 784 9692	5 FEB 83	FEB 1977 5 AT : 5,916.26 LOCKHEED ACFT	GA	JOHN PICKLE PMZAA 4415 F34601-81YP018	10DEC ORIGIN
30 * TWX	CYLINDER ASSEMBLY	265-580107-42 ROCKWELL INT'L 265-580107-42 ROCKWELL INTL 1650 00 910 1930	6 MAR 83	JUNE 1978 7 AT 1,895.73 ROCKWELL INT'L	CA	NATOMA HUFFMAN PMZAA 4415	27NOV DEST 2-39170
31 # TWX	HOUSING ASSEMBLY	106786A269 ITT GEN CON 1650 01 035 9010	14 NOV81 AUG82	STOCK LIST PRICE 510.68		JOHN PICKLE PMZAA 4415	30NOV ORIGIN 2-55968
**32	CYLINDER ASSEMBLY	7025347-30 LOCKHEED-GA 1650 01 073 9478	1AA 4 1AB 5 1AC 1 1AD 13 JUN AUG 82 90	STOCK LIST PRICE 636.50		CAROL KITIN PMZAA 4415	18DEC ORIGIN 1-21743
33	PARTS KIT,TURBINE	[redacted] AIRESEARCH 1660 00 116 6320	92 81 122 NOV DEC 82	DEC 1979 460 AT 93.00 GKS INC	OH	J.D. BUTLER PMWAM 4291	18DEC ORIGIN 2-56440

FEDERAL SUPPLY GROUPS 2800 AND 2900

	PTION ICATION	ORIGINAL MFGRS PART NO NATIONAL STOCK NUMBER	QUANTITY DELIVERY	LATEST PRICE CONTRACTOR	STATE	BUYER SOLICITATION	BID DUE P/R NO.
1	SECTOR ASSEMBLY, J-33,J-35,J-71	6706471 GEN MOTORS CORP 6720802 GEN MOTORS CORP 2840 00 040 3495 PJ	231 SEP DEC 82	AUG 1979 555 AT 14.20 WELBILT ELEC	NY	SANDRA JORAY PMZEB 4235	17DEC ORIGIN 2-23784
2 * OSR	PLATE,SEPERATOR J-33,J-35,J-71	6700721 DETROIT DIESEL 6700721 GEN MOTORS CORP 2840 00 127 5165 PJ	50 OCT NOV 82	JULY 1977 80 AT 12.50 NOSSAMAN BROS	OK	JOHN GROTH PMZEB 4235	09DEC ORIGIN 2-23729
3	HOUSING,SHAFT GE J47,73,79,93	[redacted] 7058497P2 GE EVENDALE 2840 00 798 5968 PL	625 81 1073 OCT DEC 82	AUG 1980 595 AT 7.80 P/M ENGR CO	CA	MILA ALEXANDER PMZEB 4235	09DEC ORIGIN 2-23818
4	FLANGE,CARBON SEA GE J47,73,79,93	3000R84P2 [redacted] 2840 00 [redacted] PL	42 OCT NOV 82	MAR 1978 41 AT 125.93 GE EVENDALE	OH	BEVERLY CAGLE PMZEB 4235	17DEC ORIGIN 2-23671
5 * TWX	SEAL,AIR,COMPRESS GE J47,73,79,93	5150724G2 GE EVENDALE 2840 00 945 5078 PL PB	100 SEP NOV 82	APR 1979 118 AT 574.00 ACFT PRECISION	MI	GAIL HALL PMAAC 4364	23NOV ORIGIN 2-23709
6	SPACER,GEARBOX PWA TF33 ENG	749920 2840 01 009 8604 RV	15 MAR 83	STOCK LIST PRICE 160.98		C FERGUSON PMZEA 6095	09DEC ORIGIN 2-23813
7 * TWX	VALVE,PIN,LEVER, 6 ITEMS	BENDIX P/N'S 2915 C LAS S	MIN 55 MAX 3120 AUG DEC 82			J. SINGLETON PMZEA 3006	01DEC ORIGIN 2-09945
8 * TWX	HOLDER,SPRING PWA TF-30	2643482 BENDIX/ENGY CTR 2915 00 133 4795 PQ	31 FEB 83	STOCK LIST PRICE 58.17		J. SINGLETON PMZEA 3006	01DEC ORIGIN 2-00935
	BRACKET ASSEMBLY, PWA TF-30	2643587 BENDIX/ENGY CTR 2915 00 133 4815 PQ	5 JAN 83	STOCK LIST PRICE 406.34			ORIGIN

K

584 ~7 11ILLX-1

ch OR Alternate C - 37 each—Deliver San Antonio ALC, Kelly AFB—RFP 1608-82-R-4146—Due date o/a 28 Dec 81—See Note: 44, 80 and 95.

● 15 -- HINGE FITTING, AILERON, APPL C-5A ACFT—NSN 1560-01-5-0355LH—IAW Lockheed Dwg 4J53018, Revision E and various other requirements listed in the solicitation—[illegible] each—Deliver San Antonio ALC, Kelly AFB—RFP F41608-82-R-4148—Due date o/a 28 Dec 81—See Notes 44, 80 and 95.

● 15 -- KIT, WING REP, APPL F5A/B ACFT—NSN 1560-00-463-0693LJ—IAW Procurement Data List - Repair Parts Kit dated 24 Jul 80 and other requirements listed in the solicitation—Northrop Corp P/N 0146—Alternate A - 48 each OR Alternate B - 60 each OR Alternate C - 88 —Deliver San Antonio ALC, Kelly AFB—RFP F41608-82-R-6378—Due date o/a 28 Dec 81—See Notes 44, 80 and 95.

● 15 -- CABLE ASSY., appl F5A/B ACFT—NSN 1560-00-807-25XJ—IAW Northrop Dwg 6-62623, Revision F and various other requirements listed in the solicitation—101 each—Deliver San Antonio ALC, Kelly AFB—RFP F41608-82-R-6377—Due date o/a 28 Dec 81—See Notes 44, 80 and 95. (322)

Directorate of Contracting and Manufacturing (SA-ALC/PMDAB), Kelly AFB, TX 78241 Tel. 512/925-7364

K

★ 15 -- CALL PROCUREMENT ARRANGEMENT CONTRACT appl XPW100/200 Engine, F15/F16 Aircraft Spare Parts—IAW other requirements listed in Purchase Request—F41608-82-G-0013 issued to Bendix Corporation, Energy Controls Division, South Bend IN 46620—See notes 27, 33, 73 and 95.

● 15 -- CARRIAGE FLAP, APPL C-5A ACFT Various NSNs—IAW Lockheed Drawing 4J41422 Revision [illegible] other requirements listed in solicitation—13 [illegible]—FSC 1560—Deliver to San Antonio ALC, KELLY AFB, TX—RFP F41608-82-R-6624—Due date o/a 28 Dec 81—See notes 80 and 95.

★ 15 -- WEDGE ASSY, APPL F102 ACFT NSN 1560-00-800-5BH—General Dynamics Corp, Convair Division, PO Box 80877, San Diego CA 92138 P/N 8-127[illegible]—45 ea—PR FD2060-82-40680—See notes 33, 40, 73 and 95.

★ 15 -- PANEL, APPL COWL DOOR R.H. NSN 1560-[illegible]—r Industries Inc. PO Box 878, Foot of H St., Chula Vista CA 92012 P/N 1018-101A—34 each—PR FD2030-82-40440—See notes 27, 33, 40, 73 95.

5 -- HEAT SHIELD, APPL C-5 ACFT NSN [illegible]160-4321LH—IAW Lockheed Drawing 4P23296 Revision C, and other requirements listed in solicitation—Alternate A- [illegible] Alternate B- 82 each or Alternate C- 70 —Deliver to San Antonio ALC, Kelly AFB TX—RFP F41608-82-R-6290—Due date o/a 29 Dec 81—See notes 80 and 95. (321)

Directorate of Contracting and Manufacturing (SA-ALC/PMDAB), Kelly AFB, TX 78241 Tel. 512/925-7364

TR

15 -- FAIRING, ANTENNA ASS, NSN 1560-01-096-1039, P/N 70[illegible]-103—qty 139 ea, mount, rotary ring, NSN 1615-01-112-2841, P/N 0-08145-042, qty 22 ea, guard, quadrant, NSN 1615-01-099-2346, P/N [illegible]-102, qty 109 ea. Delivery will be made to various destinations. act DAAJ09-79-G-0004 D.O. 1105 (PJP). This proposed procurement will ade from Sikorsky Aircraft Div., United Technologies Corp, Stratford, Ct. notes 33, 27, 40 and 73. Point of contact is D. Thomas, DRSTS-PJA), 314/263-3087.

15 -- DOOR ASSEMBLY, NOSE NSN 1560-01-109-1016, P/N 70217-0-044, qty 21 ea; exhaust assy, RH, NSN 1560-01-083-[illegible], P/N 0-03100-042, qty 3 ea. Delivery will be made to various destinations. act DAAJ09-79-G-0004 D.O. 1096 (PJP). This proposed procurement will de from Sikorsky Aircraft Div., United Technologies Corp., Stratford, Ct. notes 27, 33, 40 and 73. Point of contact is D. Thomas, DRSTS-PJA), 314/263-3087.

15 -- WORK PLATFORM ASSY, NSN 1560-00-132-0684, P/N 1014-3, qty 13 ea. Counterweight lever, NSN 1560-00-210-5917, P/N 371-106, qty 77 ea. Delivery will be made to various destinations. Contract DAAJ09-79-G-0005, D.O. 0373 (PJP). This proposed procurement will be Boeing Vertol Co., A Div of the Boeing Co., P.O. Box 16858, Philadelphia, 142. See notes 27, 33, 40 and 73. Point of contact is Janet Colpepper, DRSTS-PCJP, A/C 314/263-3087. (317)

US Army Troop Support & Aviation Material Readiness Command, 4300 Goodfellow Blvd., St. Louis, MO 63120

mC

15 -- BEAM. Sol. No. FD2040-82-53768D Response date 12/27/81. PMDAR 916/643-2916. NSN: 1560-00-436-0017BJ, P/N: 12[illegible]811-15 Rev H. Upper Flaring Fwd Support. 2¾ x 3.6 x 33.2. Quantity 13 each each or 17 each to be delivered to McClellan AFB, CA on or before Sep. e notes 32, 44 and 95.

15 -- CAM ASSY—Sol. No. FD2040-82-51903D Response date /81. Attn: PMDAR 916/643-2916. NSN: 1560-00-594-7772LK, P/N: -1. Applicable to F104B Aircraft. Cam holder made from 2014 A1 Alloy rging QQ-A-367 Comp 5 HT T6, Approx. size 6 in. by 1½ in. by 6 in. ty of 19 ea for delivery to McClellan AFB CA by Mar. 82. Request for al has been issued to Mason Aircraft, 7716 East Alondra Blvd., Paramount CA, Harold Associated Ltd., 15505 Minnesota Ave., Paramount CA, and Aero Eng. & Mfg. Co. of CA, 6665 San Fernando Rd., Glendale, 201. See notes: 27, 32, 33, 44, 73 & 95.

cable to the T-39 aircraft. Delivery to McClellan AFB. RFP issued to Rockwell International Corp., 6161 Aviation Drive, St. Louis, MO 63101. See notes 27, 32, 33 and 73. (321)

Sacramento ALC, Directorate of Procurement and Production, McClellan AFB, CA 95652

TR

15 -- WINDSHIELD, NSN 1560-01-028-0475, P/N 209-030-504-17, 121 ea; Boot, Dust A, NSN 1560-00-792-2324, P/N 540-011-427-1, 206 ea; retainer, FL/NSN 1560-00-089-3333, P/N 209-030-062-7, 135 EA; Strip, Windo, NSN 1560-00-831-1083, P/N 209-030-307-23, 88 ea; Rib, Wing, NSN 1560-01-022-7238, P/N 209-030-106-30, 8 ea; Rib, wing, NSN 1560-01-022-7239, P/N 209-030-106-29, 8 ea; rib, wing, NSN 1560-01-022-7242, P/N 209-030-115-[illegible], 7 ea; Window Pane, NSN 1560-01-025-8648, P/N 209-033-304-25, 38 ea; window pane, NSN 1560-01-025-8543, P/N 209-033-304-27, 19 ea; window pane, NSN 1560-01-028-0474, P/N 209-033-504-23, 28 ea; windshield, NSN 1560-01-028-0475, P/N 209-033-504-15, 90 ea; panel, fuel, NSN 1560-01-067-8016, P/N 209-033-254-1, 8 ea; panel, fuel, NSN 1560-01-078-2645, P/N 209-033-233-101, 8 each; retainer, NA, NSN 1615-00-030-7198, P/N 540-011-194-1 1500 EA. Delivery will be made to various destinations. Contract DAAJ09-79-G-0001, D.O. 3083 (PJP). This proposed procurement will be from Bell Helicopter Textron, Inc. Fort Worth, TX 76101. See notes 27, 33, 40 and 73. Point of contact, Kathy Kinsala, DRSTS-PCJP, 314-263-3083.

US Army Troop Support & Aviation Material Readiness Command, 4300 Goodfellow Blvd., St. Louis, MO 63120

ASO

★ 15 -- DUCT ASSEMBLY HEAT1, NSN 1R 1560-00-146-8147 PF, P/N 627415-1-1, 53 ea. Issuing order N00383-81-G-1104-0215 on 4 Dec 81 with Airesearch Mfg Company of Calif Torrance CA. See notes 40, 46.

★ 15 -- FITTING ASSEMBLY, used on the A4 Acft, NSN 1RM 1560-00-596-5083, McDonnell Douglas and Frazier Aviation P/N 5821782-503, quantities ranging from a minimum of 15 ea to a maximum of 24 ea, destination to be forwarded, RFP N00383-82-R-0728, RFP due date 28 Dec 81. Requests for proposals have been issued to Frazier Aviation Inc North Hollywood CA, McDonnell Douglas Corp Long Beach CA. See notes 40, 73.

★ 15 -- FITTING RIB, used on the A6 Acft, NSN 1RM 1560-00-071-3013, Grumman and William Karl and Sons P/N 128C3541065-, quantities ranging from a minimum of 62 ea to a maximum of [illegible] destination to be forwarded, RFP N00383-82-R-0148, RFP due date 17 Dec 81, requests for proposals have been issued to Grumman Aerospace Corp Bethpage NY, William Karl and Sons Middle Village NY. See notes 40, 73. (321)

Navy Aviation Supply Office, 700 Robbins Ave., Philadelphia, PA 19111 Tel. 215/697-2684

mC

15 -- PANEL ASSEMBLY Sol. FD2040-82-[illegible], response date 14 Dec 81, NSN: 1560-00-442-8000BJ, P/N: 12[illegible]-811 FMC: 087155 Appl to F-111 Acft. 70 each delivered to McClellan AFB [illegible] 31. RFQ to General Dynamics Corp., Ft Worth Div, PO Box 748 Ft. Worth TX 76101. See notes 32, 33, 73 and 95.

● 15 -- GUARD ASSY Sol. FD2040-82-[illegible]29, response date 21 Dec 81. NSN: 1560-01-104-6629BJ P/N: 8023521-10 FMC: 02538 Guard Assy Wiring Harness Sram Pylon [illegible] CO/Dacron Cloth H081200R6130 ZZ-R-76536 Grade 80 Dim 030 in X 6 in X 2.800 in. Quantities of 202 or 228 or 254 ea to be delivered to McClellan AFB. See notes: 32, 44 and 95. (322)

Sacramento ALC, Directorate of Procurement and Production, McClellan AFB, CA 95652

TR

★ 15 -- BLANKET, ASSEMBLY NSN 1560-00-961-6783, P/N 20[illegible]-1 1 ea. Curtain, blanket, NSN 1560-00-799-1524, P/N 20[illegible]-101-17, 1 ea. Have been delisted on contract DAAJ09-79-G-0001, D.O. [illegible] This proposed procurement will be from Bell Helicopter Textron, Div. of Textron, Inc, Fort Worth, TX 76101. See notes 27, 33, 40 and 73. Point of contact is Lorraine Menard, DRSTS-PCJP 314-263-3083. (320)

US Army Troop Support & Aviation Material Readiness Command 4300 Goodfellow Blvd., St. Louis, MO 63120

K

★ 15 -- LEADING EDGE Appl T38A/F5A/B—NSN 1560-00-867-9687XE—Northrop Corporation, Aircraft Division, 1 Northrop Ave., Hawthorne, CA 90250 or Honeycomb Company of America Inc PO Box 13024, 1950 Limbus Ave., Sarasota, FL 335 P/N 3-31615-3— 7½ EACH—RFP F41608-82-R-6373 will be issued for [illegible] against a current BOA—See notes 27, 33, 40, 73 and 95. (317)

Directorate of Contracting and Manufacturing (SA-ALC/PMDAB), Kelly AFB, TX 78241 Tel. 512/925-7364

16 Aircraft Components and Accessories.

PF

★ 16 -- BOOSTER, HYDRAULIC NSN 1650 00 784 9892—P/N 374456-3—Qty 5 each—appl to Common Acft—deliveries to Tinker AFB—RFP N00383-82MP-YF018 issued to Lockheed-Georgia Co, 86 S Cobb Dr, Marietta, GA 30063 and

80445 @ [illegible] 500 ae #80106 @ 1977 by Jerry Vickers 80 22 @

For Qualification Procedures, contact PMDM/5341.

★ 16 -- VALVE, CHARGE NSN 1650-00-839-3653—P/N 230126—Quantity Discount Procedures—261 ea or 392 ea or 522 ea—deliveries to SM-ALC McClellan AFB CA—RFP FD2030-82-56841 issued to Sloco Inc, Chatsworth, CA 91311.—See notes 26, 27, 33, 40, 73 and 81—Reference Note 33. For Qualification Procedures, contact PMDM/5341.

D

16 -- KIT KD 9 NSN 1650 00 956 1514—P/N D110—Qty 33 each—appl to F106A/B Acft—deliveries to McClellan AFB CA—RFP 82-56630—Closing date o/a 9 Dec 81. For bid sets contact OC-ALC/PMDAR, Tinker AFB 405/734-3082/7126. See notes 37 and 64.

★ 16 -- VALVE PLATE NSN 1650 00 926 5125—P/N 345299 397RC—Qty 183 each—appl to C135 Acft—deliveries to McClellan AFB CA—RFP 82-38773 issued to Sperry Vickers Aerospace-Marine-Defense Div Sperry Corp, PO Box 10177, Jackson MS 39206. For further info contact Dorothy Venincasa 405/734-4347—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33. For Qualification Procedures, contact PMDM/5341.

★ 16 -- VALVE NSN 1650 00 650 1235—P/N 1371-579460—Qty 27 each—appl to B52, HH53C Acft—deliveries to Tinker AFB OK—RFP 82-39709 issued to Parker-Hannifin Corp, Irvine, CA. For further info contact Carol [illegible]/PMZAA 405/734-4347. See notes 26, 27, 33, 40, 73 and 81. Reference Note 33. For Qualification Procedures, contact PMDM/5341.

16 -- ACTUATOR NSN 1650 00 723 1801—P/N 2-43140-501 Qty 9 each—appl to T381F5E—deliveries to Tinker AFB and Foreign Military Installations—RFP 82-39651/39694 closing date o/a 2 Dec 81. For bid sets contact OC-ALC/PMDAR, Tinker, 405/734-3082/7126. For further info contact OC-ALC/PMZAA, Leonard Enocha, Tinker AFB. See notes 3, 44 and 80.

★ 16 -- ELEMENT FILTER NSN 1650 00 022 1005—P/N MK3661/3—Qty 3001 each—appl to C130-C5A—deliveries to Tinker AFB—The Element Filter is a Qualified Product, same being covered by Military Spec. MIL-F-83661 and QPL-83661. RFP 82-43006 issued to Purolator Technologies Inc, Newbury Park CA and/or Aircraft Porous Media Inc, Pinellas Park FL. For further info contact Terry Maray 405/734-4347. See note 9. Reference Note 33. For Qualification Procedures, contact PMDM/5341.

16 -- BUNDLE ASSEMBLY NSN 1650 00 799 4529FG—P/N [illegible]21—Qty 17 each—appl to B52.H Acft—deliveries to Tinker AFB—RFP FD2030-82-42880 issued o/a 18 Nov 81—closing o/a 18 Dec 81. For bid sets contact OC-ALC/PMDAR, Tinker AFB, 405/734-3082/7126. See notes 37 and 64.

★ 16 -- KIT KD 9 NSN 1650 00 874 8411—P/N 30651—Qty 395 each—appl to C130 Acft—deliveries to Tinker AFB—RFQ 82-56746 issued to Whittaker Controls, Div of Whittaker Corp, North Hollywood CA 91605. For further info contact Leonard Moorehead, 405/734-4291—See notes 27, 33, 40 and 73. Reference Note 33, for Qualification Procedures, contact PMDM/5341.

★ 16 -- KIT NSN 1650 00 486 0428—P/N 914429—Qty 91 each—appl to C5A Acft—deliveries to McClellan AFB CA—RFQ 82-56717 issued to Sperry Vickers Aerospace-Marine-Defense Div Sperry Corp PO Box 10177, Jackson MS. For further info contact Reba Bumette, 405/734-4291—See notes 27, 33, 40 and 73. Reference Note 33. For Qualification Procedures, contact PMDM/5341.

★ 16 -- KIT, VALVE, OVRL NSN 1650 01 053 2480—P/N 10[illegible]-1—Qty 34 each—appl to E3A Acft—deliveries to Tinker AFB—RFP 82-56977 issued to Midland-Ross Corp, Janitrol Aero Div, 4200 Surface Rd, Columbus, OH 4322[illegible]. For further info contact Doretta Hill 405/734-4291—See notes 27, 33, 40 and 73. Reference Note 33. For Qualification Procedures, contact PMDM/5341.

58

16 -- KIT KC 9 NSN 1650 00 840 7081—P/N 400795—Qty 185 each—appl to C130 Acft—deliveries to Tinker AFB—RFP 82-56766 issued closing date o/a 7 Dec 81. This is a split solicitation, with item 0001AB being a 100% Small Business Set Aside, and item C002 being source directed to Fairchild Ind Inc, Stratos Div, 1800 Rosecrans Ave., Manhattan Beach, CA 90266. For bid sets contact OC-ALC/PMDAR, Tinker AFB 405/734-3082/7126. For further info contact OC-ALC/PMWAM Doretta Hill/734-4291, Tinker AFB OK 73145. Notes appl to item 0001AB are 3, 37, 44 and 64; notes appl to item 0002 are 27, 33, 40 and 73. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16 -- FITTING ASSY/OXYGEN NSN 1650 00 491 0980—P/N 771-37 and/or 11947 and/or 4195—Qty 18,611 each—appl to A7A Acft—deliveries to Tinker AFB. The Fitting Assy/Oxygen is a Qualified Product, same being covered by Military Spec. MS21984 and MIL-V-7580B and QPL 7580-10—RFP 82-56960 issued to Scott Aviation Sierra Products Inc, 123 E. Montecito Ave., Sierra Madre CA 91024; Erie Mfg Co, 4000 S. 13th St., Milwaukee WI 53221 and Field Power Inc, PO Box 208, Hudson OH 44236. For further info contact Tim Mike/PMZAB 405/734-6027—See notes 8, 27, 33, 36 and 40. Reference Note 33. For Qualification Procedures, contact PMDM/5341.

PE

16 -- KIT KD 9 NSN 1650 00 116 6320—P/N 580037-3 Qty 92 each—appl to T37 Acft—deliveries to Tinker AFB—RFB 82-56440 closing date o/a 9 Dec 81. For bid sets contact OC-ALC/PMDAR, Tinker AFB 405/734-3082/7126. For further info contact OC-ALC/Buyer's Symbol (J. Butler/PMWAM/405-734-4291), Tinker AFB. See notes 37 and 64.

● 16 -- KIT KD 9 NSN 1650 00 911 5096—P/N 011-124-0 Qty 316 each—appl to F111 Acft—deliveries to Tinker AFB—RFB 82-56[illegible] closing date o/a 9 Dec 81. For bid sets contact OC-ALC/PMDAR, Tinker AFB, 405/734-3082/7126. For further info contact OC-ALC/Buyer's Symbol (J. Butler/PMWAM/405-734-4291), Tinker AFB. See notes 37, 44 and 64.

● 16 -- KIT KD 9 NSN 1650 00 924 3221—P/N 72[illegible]9802 Qty 192 each—appl to Common Acft—deliveries to Tinker AFB—RFP 82-56747 closing date o/a 9 Dec 81. For bid sets contact OC-ALC/PMDAR, Tinker AFB 405-734-3082/7126. For further info contact OC-ALC/Buyer's Symbol, (Reba Bumette/PMWAM/405-734-4291, Tinker AFB. See notes 37, 44 and 64.

EXAMPLE # 3

PART NUMBER 32-30058-6 (LONGERON) REQUESTED BY AVIATION SUPPLY OFFICE. WE FOUND OUT ABOUT THIS REQUIREMENT IN CBD DECEMBER 30, 1981 BECAUSE OF THE HOLIDAYS WE DID NOT RECEIVE UNTILL JANUARY 4, 1982. THE ORDER WAS TO BE ISSUED JANUARY 11, 1982. WE SUBMITTED A LETTER QUOTE ON THE 7th OF JANUARY 1982. IT WAS TURNED DOWN BECAUSE IT WAS RECEIVED TO LATE.

DEPARTMENT OF DEFENSE
UNITED STATES OF AMERICA

DEPARTMENT OF THE NAVY
AVIATION SUPPLY OFFICE
700 ROBBINS AVENUE
PHILADELPHIA, PA. 19111

IN REPLY REFER TO
PGM5-03:AB:pb
03 Feb 1982

Ontario Air Parts
15055 Whittram Avenue
Fontana, CA 92335

Gentlemen:

This office received your letter regarding order N00383-81-G-1500 - 0379 wherein you advised of the availability of former Government surplus property of the kind covered by such order.

However, your letter was received after release of the order to McDonnell Aircraft Co., St. Louis, MO 63166 and, therefore, was too late for consideration.

Very truly yours,

W. J. JEKOT
Contracting Officer

Ontario Air Parts

Home Office
15055 Whittram Ave.
Fontana, California 92335
(714) 829-3031
TWX: 910-399-1199
Call Back: Ont Air Font

Utah Division
2317 West 1300 North
Clinton, Utah 84015
(801) 773-2033

JANUARY 7, 1982

Department of the Navy
Aviation Supply Office
700 Robbins Avenue
Philadelphia, PA 19111

Attention: Contracting Officer
Subject: Issue Order N00383-81-G-1500-0379
Commerce Business Daily 12-30

Dear Sir:

In Response to the above unsolicited request, we wish to offer:

NSN 1560-00-026-0859 P/N- 32-30058-6
Description LONGERON Quantity 6 ONLY
Unit Price 1750.00 Total Price 10,500.00
Condition NEW SURPLUS Manufactured by MCDONNELL
Purchased From HAFB

Packaging and packing as required. We can meet inspection system ASPR 7-103.5a (1958 May). Any other inspection requirements will have to be inspection and acceptance at destination or by certificate of conformance, unless stated at time of contract. If the award is not considered because of inspection reasons, please let us know what inspection is needed and we will see if we can arrange to have it done.

Terms are net 30 days, with delivery in 60 days after receipt of a contract. FOB ORIGIN. Terms of this quotation are valid for a period of niney (90) days.

We understand that because this is an unsolicited request and that you may be under certain regulations, but we wish to inform you that there is new government surplus available manufactured by the original manufacturer. We feel that an unsolicited request leaves those manufacturers free to charge what they feel rather than what the part may be worth. We also feel that competition is good for the American Way.

We have sold parts to the Navy before when they are in a tight spot. We sell an average of $200,000.00 a year to the Army and to the Navy, and have a quality control system we have set up. We have never had our material rejected and strive to keep that record. Please let us know why we are considered in an emergency but at no other time.

ASO NAE

16780, 38 ea, issuing order N00383-81-G-1502-0503 on 11 Jan 82 with Donnell Douglas Corp Long Beach CA, See notes 40, 46.

★ 16 -- TANK ASSY OIL, NSN 1R 1615-00-066-3050 OH, P/N 36110-386-6, 131 ea, issuing order N00383-81-G-1503-0808 on 11 Jan 82 with orsky Aircraft Div Stratford CT, See notes 40, 46.

★ 16 -- HOUSING GEAR ACTUAT, NSN 1R 1680-00-450-0171 MN, P/N 530648-2, 45 ea, issuing order N00383-81-G-1104-0228 on 11 Jan 82 with Menasco Manufacturing Co of Calif Torrance CA, See notes 40, 46.

★ 16 -- FLANGE TAIL GEAR B, NSN 1R 1615-00-171-2184 OH, P/N 353-07007-103, 23 ea, issuing order N00383-81-G-1503-0824 on 11 Jan with Sikorsky Aircraft Div Stratford CT, See notes 40, 46.

★ 16 -- LONGERON, NSN 1R 1560-00-029-0959 MF, P/N 32-30080-5, 1 ea, issuing order N00383-81-G-1500-0379 on 11 Jan 82 with McDonnell Douglas Corp St Louis MO, See notes 40, 46. (362)

Navy Aviation Supply Office, 700 Robbins Ave., Philadelphia, PA 19111 Tel. 215/697-2594

16 -- TURBINE ENGINE COMPRESSOR, Allison Type C-302, Part No. 306 6890550, with exchange of Allison Type C-30 turbine engine compressors—1 each. For delivery f.o.b. Phoenix, Arizona. Solicitation DE-FR65-82WP35575. Offers to be received until January 20, 1982. (362)

U.S. Department of Energy, Western Area Power Administration, Phoenix District Office, P.O. Box 6457, Phoenix, AZ 85005, Attn: A.R. Anderson, Tel: 602/261-4804

ASO

★ 16 -- ROTOR FAN, NSN 1R 1680-01-084-3086 MF, P/N 740668-2, 62 ea, issuing order N00383-81-G-1100-0430 on 11 Jan. 82 with Hamilton Standard Div., Windsor Locks CT. See notes 40, 46. (362)

Navy Aviation Supply Office, 700 Robbins Ave., Philadelphia, PA 19111 Tel. 215/697-2594

ASO

★ 16 -- BALANCED ASSY, NSN 1R 1615-00-615-7116 OH, P/N 65382-09010-046, 60 ea, issuing order N00383-81-G-1503-0822 on 11 Jan 82 with Sikorsky Aircraft Div. Stratford CT, See notes 40, 46. (362)

Navy Aviation Supply Office, 700 Robbins Ave., Philadelphia, PA 19111 Tel. 215/697-2594

★ 16 -- STATIC DEFECTS BOX for a Learjet 25 Aircraft. [illegible] will be issued on a noncompetitive basis to the International Dynamics Corp. Englewood, NJ. Inquiries concerning this procurement should be sent to Mail Stop 500-309 or call 216/433-4000, Ext. 5873. See note 40. (362)

NASA, Lewis Research Center, Cleveland, OH 44135

17 Aircraft Launching, Landing, and Ground Handling Equipment.

NAE

17 -- ENERGY ABSORBER to be IAW NAEC drawing 613492-1, NSN 5RM1710-00-056-8383, qty 8 each, requires MIL-I-45208 inspection system and material for catapult and arresting gear. Strict attention to close machining tolerances, hydrostatic, magnetic particle & penetrant inspection and heat-treat & welding mfg. processes. Sol. N68335-82-B-0111. See notes 32 and 56. Opening date 04 Feb 82.

● 17 -- BRACKET Panel to be IAW NAEC Drawing 612175-1, NSN 5RM1720-00-408-2901, 15 each, requires MIL-I-45208 inspection system and material for catapult and arresting gear. Strict attention to close machining tolerances. See notes 42 and 56. Sol. N68335-82-B-0266. Opening date 05 Feb 82. (362)

Purchase Division, Naval Air Engineering Center, Lakehurst, NJ 08733

ASO

● 17 -- UNION RUPTURE DISC, Used on the various acft. NSN 1730-00-072-8420 SX, Linde P/N 1800-0C12, quantities ranging from a minimum of 11 ea to a maximum of 34 ea, East/West coast destination, SBSA IFB N00383-82-B-0163, bid opening date 28 Jan. 82.

● 17 -- FIXTURE ASSEMBLY, Used on the center leading edge flap of the F-4 Acft, NSN 6FX 1730-00-780-0186 MF, McDonnell Douglas Corp. P/N MD E32494-3, quantities ranging from a minimum of 06 ea to a maximum of 18 ea, East/West coast destination, SBSA IFB N00383-82-B-0164, bid opening date 26 Jan. 82. (362)

Navy Aviation Supply Office, 700 Robbins Ave., Philadelphia, PA 19111 Tel. 215/697-2594

NAE

● 17 -- PLATE, CAM ADVANCE, IAW NAEC drawing 612840-2, 43 ea, national stock number 5RM 1710-00-450-8088, FSCM 80020, for delivery to Norfolk, VA and San Diego, CA. Material is for arresting gear and is therefore of a critical nature and will require inspection MIL-I-45208. Strict attention

● 17 -- TRANSFORMER ASSEMBLY to be in accordance with NAEC drawing 611608-2, 207 each NSN 5RM5950-00-[illegible]-8243 for various destinations. Material is required for the visual landing aid and is therefore critical and will require inspection system MIL-I-45208. First article test required. See notes 42 and 56. Solicitation N68335-82-B-0422. Opening date is 02 Feb 08. (362)

Purchase Division, Naval Air Engineering Center, Lakehurst, NJ 08733, 201/323-2080

20 Ship and Marine Equipment.

● 20 -- BERTH BOTTOM, canvas, dwg 23330-634618 except as modified or amplified in IFB, NSN 1H 2090-00-389-4564 (WM&I) delivery to various destinations—1580 ea—IFB-N00104-81-B-2045—bid opening 29 Jan 82. See notes 9, 42 & 64.

● 20 -- HATCH, MARINE, DWG 805-1624073 except as modified or amplified in IFB, NSN 1H 2040-00-504-4080 (WM&I) destination to be furnished—[illegible] ea—IFB-N00104-81-B-2081—Bid opening 29 Jan 82. See notes 9, 42 & 64. (358)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

● 20 -- RACK, BOOK Dwg Bureau of Ships 805-1749081 except as modified or amplified in IFB, NSN 1H 2090-00-264-4809 (WM&I) Delivery to various destinations—1876 ea—IFB N00104-81-B-2091—Bid opening 3 Feb 82. See notes 9, 44 and 64.

● 20 -- LOCKER, STOWAGE Spec MIL-F-932 except as modified or amplified in IFB NSN 1H 2090-00-115-5146 (WM&I) delivery to various destinations—383 ea—IFB N00104-81-B-2080—Bid opening 3 Feb 82. See notes 9, 42 and 64. (358)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

★ 20 -- SHOE, THRUST, P/N 6-2881-6, NSN 1H 2010-00-449-7672, 681 ea issuing order N00104-81-G-0014-8333 on 8 Jan 82 with Kingsbury Inc. 10385 Drummond Rd, Philadelphia, PA 19154. See notes 27, 40 & 46.

★ 20 -- SLEEVE, DIVING PLANE, P/N 6760510508-0003, NSN 1H 2040-01-086-5808, 1 ea, issuing order N00104-81-G-0017-8362 on 28 Dec 81 with General Dynamics Corp, Electric Boat Div, 4 Eastern Point Rd, Groton, CT 06340. See notes 27, 40 & 46. (358)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

25 Vehicular Equipment Components.

25 -- TRANSMISSION APPL TO FORKLIFT Model H-100CAF-48, NSN 2520 00 261 2180—9 ea. Sol: 2-68478. Buyer: Jack McKeon/PMWB/912 926 2756. Negotiation will be conducted with Hyster Co Portland OR. Closing date 20 Jan 82. See notes 27 and 33. (362)

Contract Administrative Support Br., Warner Robins ALC/PPDAR, Bldg/300, Robins AFB, GA 31098, Tel 912/926-5825

25 -- FINAL DRIVE ASSEMBLY NSN 2520-00-436-8020. 12 each. Delivery to MCLB Albany, RFP M67004-82-R-0070 to be issued about 23 Dec 1981 with a 30-day closing time. Request for solicitation package must be in writing. Mark to Attn: Code 820. (362)

Contracts Division, P.O. Drawer 18, Mar Cor Log Base, Albany, GA 31704, Attn: Joan Knowles, 912/439-6773

28 Engines, Turbines, and Components.

ASO

★ 28 -- MANIFOLD AIR SUPPLY, NSN 1R 2840-00-737-8878 EN, P/N 494942, 46 ea, issuing order N00383-81-G-1107-0469 on 11 Jan. 82 with Pratt and Whitney Aircraft Group West Palm Beach FL. See notes 40, 46.

★ 28 -- TEE OIL TANK, NSN 1R 2840-00-072-7208 EN, P/N 501440, 237 ea, issuing order N00383-81-G-1107-0468 on 11 Jan. 82 with Pratt and Whitney Aircraft Group West Palm Beach FL. See notes 40, 46.

★ 28 -- SHIELD HEAT TURBINE, NSN 1R 2840-01-083-7568 EN, P/N 118300, 1580 ea, issuing Order N00383-81-G-1107-0450 on 11 Jan. 82 with Pratt and Whitney Aircraft Group West Palm Beach FL. See notes 40, 46.

★ 28 -- COMPRESSOR STATOR A, NSN 1R 2840-00-833-2583 EN, P/N 587676, 19 ea, issuing order N00383-81-G-1107-0455 on 11 Jan. 82 with Pratt and Whitney Aircraft Group West Palm Beach FL. See notes 40, 46. (362)

Navy Aviation Supply Office, 700 Robbins Ave., Philadelphia, PA 19111 Tel. 215/697-2594

28 -- SUPRESSOR, SHAFT CU, Mfgd by G E Erie PA, P/N 44X242709601. NSN 1H 0000-LL-H02-8279 (WM&I) deliveries to Norfolk VA—18 ea—RFP-N00104-81-R-6862—RFP Due date 3 Feb 82. See notes 24, 26 & 81.

28 -- TURN AROUND KIT ENGINE, Dwg 1509834-6 except as modified or amplified in IFB. NSN 1H0-0000-LL-TRU8871 SMIC (WM&I) destination to

28 -- CORRECTION: IDLER, GOVERNOR, turb. P/N W416A38. NSN 1H 2825-00-016-5736 (WM&I) deliveries to San Diego CA—23 ea—RFP-N00104-81-R-0494 in lieu of RFP-N00104-81-R-0494—RFP due date 29 Jan 82. See notes 24, 26 & 81. (362)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

★ 28 -- VALVE, GOVERNOR, P/N 916713, NSN 1H 2825-01-062-9172, 32 ea, issuing order N00104-81-G-0011-0085 on 6 Jan 82 with Terry Corp, PO Box 350, New London, CT 06320. See notes 27, 40 & 46. (358)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

29 Engine Accessories.

ASO

★ 29 -- COUPLING FUEL PUMP, NSN 1R 2915-01-118-6007 NQ, P/N 5006767, 150 ea, issuing order N00383-80-G-0104-0334 on 11 Jan. 82 with Sundstrand Aviation Rockford IL. See notes 40, 46.

★ 29 -- STARTER SOLENOID VALVE, NSN 2R 2915-[illegible] 25 ea, issuing order N00383-80-G-0608-0082 on 11 Jan 82 with Bendix Corp. Utica, NY, See notes 40, 46.

★ 29 -- WEIGHT ASSY SPEED, NSN 1R 2915-00-929-8276 PQ, P/N 2535036, 594 ea, issuing order N00383-81-G-1903-0074 on 11 Jan. 82 with Bendix Corp. South Bend, IN. See notes 40, 46.

★ 29 -- BIPOD MOUNT ENGINE, NSN 1R 2995-050-0823 AR, P/N 209-062-102-3, 17 ea, issuing order DAAJ09-79-G-0001-GBH6 on 11 Jan 82 with Bell Helicopter Textron Fort Worth TX, see notes 40, 46.

★ 29 -- CAMSHAFT ASSEMBLY, NSN 2915-01-043-2572 PQ, P/N 2581058, 8 ea, issuing order N00383-81-G-1903-0075 on 11 Jan 82 with Bendix Corp South Bend In, see notes 40, 46.

★ 29 -- CHANNEL MODULE, NSN 1R 2925-01-004-1569 SH, P/N 7018M44G03, 270 ea, issuingorder F34601-76-G-0313-GBWX on 11 Jan 82 with General Electric Co Lynn MA, see notes 40, 46. (362)

Navy Aviation Supply Office, 700 Robbins Ave., Philadelphia, PA 19111 Tel. 215/697-2594

★ 29 -- MAIN SPRAYBAR, APPL. J85-5-13 ENGINE NSN 2915-00-909-8118RX General Electric Supply Co, Support Services Operation, 401 East Hunting Park Avenue, Philadelphia PA 19124 P/N 37D-017508104 or Delavan Corp, 811 Fourth Street, West Des Moines IA 50265 P/N 19253 — 436 each. PR FD2060-82-71527. Due date 15 Jan. 82. See notes 27—33, 40, 73 and 95.

★ 29 -- KIT KD2, APPL T37 ACFT NSN 2915-00-133-8822 Lear Siegler Inc, Romec Division, 241 South Abbe Road, Elyria OH 44036 P/N RA22732, 473 each PR FD2060-82-76027. due date 18 Jan. 82. See notes 27, 33, 40, 73 and 96. (362)

Directorate of Contracting and Manufacturing (SA-ALC/PMDAB), Kelly AFB, TX 78241 Tel. 512/925-7354

JR

29 -- VALVE, FUEL DRAIN NSN 2915-00-838-8562. IAW Beech Aircraft Corp Source Control Drawing 50-921620-97—Approved sources are Midland Ross Corp—38 each—Delivery to New Cumberland, PA. RFP DAAJ09-82-R-A545(PCE)—Proposal closes on or about 31 Jan 81. Only approved sources are solicited and qualification can be time consuming—See notes 26, 27, 33, 66 and 81. Point of contact is Melvin Lester, 314-263-2562. (368)

US Army Troop Support & Aviation Materiel Readiness Command, 4300 Goodfellow Blvd., St. Louis, MO 63120

H

★ 29 -- COCK POPPET DRAIN, NSN 2915-00-738-6540RF, P/N 60113-5, Basic Qty 390 each. Alternate Qty "A" 414 each, Alternate Qty "B" 437 each. Appl to F-4 Aircraft. Deliveries to Hill AFB. RFP FD2020-82-55685 will be issued to Allen Aircraft Products Inc, Ravenna OH 44266. See Notes 27, 33, 40, 73 (367)

Directorate of Contracting & Manufacturing (PMDAD), Ogden ALC, Hill AFB, UT 84056, Tel 801/777-5496

NRC

29 -- INTAKE TURBINE SILENCER One each. P/N E-7229-382-Z16, to be purchased on a sole source basis from Acoustics Company, 1150 Commerce Ave., Bronx NY 10462, the manufacturer—Deliver to Long Beach CA—Schedule No. N00123-82-0454—Code C08-20C. (362)

Bid Desk, Naval Regional Contracting Office, Bldg. 53, Terminal Island, Long Beach, CA 90822, 213/547-6410

29 -- GOLDEN ANDERSON INDUSTRIES INC. Deliver to Long Beach, CA—Estimated closing date for competitive RFP 28 Jan 82—Schedule No. N00123-82-R-0016—Code C08-22—See note 46. (362)

Bid Desk, Naval Regional Contracting Office, Bldg. 53, Terminal Island, Long Beach, CA 90822, 213/547-6410

30 Mechanical Power Transmission Equipment.

ASO

★ 30 -- COUPLING CROWN, NSN 1R 3010-00-327-4098 AH, P/N 214-040-600-3, 37 ea, issuing order DAAJ09-79-G-0001-GBHE on 11 Jan 82 with Bell Helicopter Textron Fort Worth TX. see notes 40, 46. (362)

EXAMPLE # 4

PART NUMBER 3149-1A (WARNING SWITCH), REQUESTED BY AVIATION SUPPLY OFFICE. WE FOUND OUT ABOUT THIS REQUIREMENT IN CBD JANUARY 6, 1982. WITH 12 DAYS TO GET A QUOTE IN AND ALLOW FOR MAIL TIME WE ARE UNABLE TO RESEARCH THE PART TO INSURE THAT WE CAN SUPPLY AN ITEM COMPARABLE TO THE ORIGINAL MANUFACTURER. AFTER EVALUATION TO INSURE THAT WE COULD SUPPLY THE PARTS IN CERTIFIED CONDITION OUR LETTER WAS SUBMITTED JANUARY 19, 1982. THE BID CLOSED JANUARY 18, 1982

DEPARTMENT OF THE NAVY
AVIATION SUPPLY OFFICE
700 ROBBINS AVENUE
PHILADELPHIA, PA. 19111

IN REPLY REFER TO
PGM9-5:FR:at
27 JAN 1982

Ontario Air Parts
15055 Whittram Avenue
Fontana, CA 92335

Gentlemen:

This is in response to your letter of 19 January 1982 referencing order N00383-80-G-0917-0518 where in you expressed a desire to submit a proposal against the requirements called out under said order, to whit:

NSN 5930-00-010-1403
P/N 3149-1A Warning Switch
Quantity 89 Each

Please be advised that this order was issued 18 Jan 1982, and unfortunately, this was one day prior to the date of your letter. Consequently, we regret to say that we could not consider a proposal from you now against order N00383-80-G-0917-0518.

Your interest in the Navy/s' procurement is appreciated.

Sincerely yours,

Proko

J. PROKO

P/N 3149-1A

1941 - 40 Years Support of Naval Aviation - 1981

Ontario Air Parts

Home Office
15055 Whittram Ave.
Fontana, California 92335
(714) 829-3031
TWX: 910-399-1199
Call Back: Ont Air Font

Utah Division
2317 West 1300 North
Clinton, Utah 84015
(801) 773-2033

JANUARY 19, 1982

Department of the Navy
Aviation Supply Office
700 Robbins Avenue
Philadelphia, PA 19111

Attention: Contracting Officer
Subject: Issue Order N00383-80-G-0917-0518
Commerce Business Daily 1-6-82 PAGE 9

Dear Sir:

In Response to the above unsolicited request, we wish to offer:

NSN 5930-00-010-1403 P/N- 3149-1A
Description WARNING SWITCH Quantity 25 ONLY
Unit Price 375.00 Total Price 9375.00
Condition OVERHAULED & CERTIFIED Manufactured by BENDIX
Purchased From NORTH ISLAND

Packaging and packing as required. We can meet inspection system ASPR 7-103.5a (1958 May). Any other inspection requirements will have to be inspection and acceptance at destination or by certificate of conformance, unless stated at time of contract. If the award is not considered because of inspection reasons, please let us know what inspection is needed and we will see if we can arrange to have it done.

Terms are net 30 days, with delivery in 90 days after receipt of a contract. FOB ORIGIN. Terms of this quotation are valid for a period of riney (90) days.

We understand that because this is an unsolicited request and that you may be under certain regulations, but we wish to inform you that there is new government surplus available manufactured by the original manufacturer. We feel that an unsolicited request leaves those manufacturers free to charge what they feel rather than what the part may be worth. We also feel that competition is good for the American Way.

We have sold parts to the Navy before when they are in a tight spot. We sell an average of $200,000.00 a year to the Army and to the Navy, and have a quality control system we have set up. We have never had our material rejected and strive to keep that record. Please let us know why we are considered in an emergency but at no other time.

)--PARTS KIT COLLINS RADIO P/N 549 3178 000; NSN 5821 00 9297, increment quantities, RFP DLA900-82-R-2016-Q. Due date is 08 82. See notes 26 and 55.

)--LIGHTED INDICATOR PANEL Collins Radio P/N 784 0380 001; 5821 01 028 5033, increment quantities, RFP DLA900-82-R-2021-Q. date is 08 Feb 82. See notes 26 and 55. (365)

Defense Electronics Supply Center, Attn: DESC/POCA, Dayton, OH 45444

ASO

58--CIRCUIT CARD ASSY, used on the OK249 of the [illegible] Act, 2RE 5831-01-026-7306, Instrument Systems Corp P/N 270J114-14, 50 [illegible] to be forwarded, RFP N00383-82-R-1140, RFP due date 23 82, request for proposal has been issued to Instrument Systems Corp, [illegible]ngton NY. See notes 40, 73. (364)

Navy Aviation Supply Office, 700 Robbins Ave., Philadelphia, PA 19111 Tel. 215/697-2584

58--AN/SSQ-53B SONOBUOY, First Article Samples and Associated . Solicitation limited to Rockwell International, potential planned producer [illegible] of meeting delivery reqmts. 1000 each RFP N00163-82-R-0454—Approximate opening date 12 Jan 82—See notes 40, 75 & 81. (004)

Naval Avionics Center, 21st Street and Arlington Avenue, Indianapolis, IN Att: W. Case Tel. 317-353-7007

58--ELECTRONIC MODULE P/N 2833521 except as modified or [illegible]fied in IFB, NSN 2H 5845-01-057-8575 deliveries to various destinations —IFB-N00104-81-B-1535—bid opening 5 Feb 82. See notes 9, 42 & 64,)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

58--CIRCUIT CARD ASSEMBLY P/N 114-870 except as modified [illegible]mplified in RFP, NSN 7G 5845-LL-M81-715 (WMM) deliveries to various [illegible]nations—1 ea. RFP-N00104-82-R-YU20. Bid opening 82 Jan. See notes 26 & 42. (305)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

58--VARIOUS COMMUNICATION EQUIPMENTS—RFP N00039-82-0X(S)—Negotiations conducted with Data Products New England, Walling-CT—Closing date o/a 11 Jan 82—See note 46. (006)

Commander, Naval Electronic Systems Command Washington, DC 20360

Electrical and Electronic Equipment Components.

59--CABLE ASSY, SPECIAL, NSN 5995-01-079-6490, P/N 1275-58 ea Cable assy, radio, NSN 5995-01-080-1206, P/N 1274A191, 48 ea [illegible] assy, radio, NSN 5995-01-079-6505, P/N 1275A48-4, 84 ea Power [illegible]ly, NSN 5965-01-078-4303, P/N 91100763, 23 ea Alarm assy, NSN [illegible]5-01-089-0850, P/N 1275A123, 9 ea all part of the countermeasures set, GLQ38, with Fairchild Weston Systems, Inc. RFQ DAAB07-82-Q-K374 will [illegible]ssued o/a 12 Jan 82 closing o/a 2 Feb 82. Procurement will be against [illegible] No. F34601-80-G-2724. See notes 43, 48 and 73. Respond DRSEL-PC-[illegible]-3 (Debbe Kantor), 201-532-5681.

59--ELECTRIC CORD ASSEMBLY, NSN 5995-010063-3786, Proposal award is in the process of being made to Dynatech Data Systems. Quantity of 202 each. Interested subcontractors may contact Dynatech Data Systems, 7644 Dynatech Court, Springfield, VA 22150. (004)

U.S. Army Communications - Electronics Command, Fort Monmouth NJ 07703

A50

59--SPARE PARTS, P/N 2800315-1, 15 ea, Insulator plate, national [illegible] number to be assigned, P/N 2800316-1, 15 ea, Shim, national stock [illegible]ber to be assigned, P/N 2800317-1, 10 ea, Spring Helical Comp, national [illegible] number to be assigned, P/N 2800319-1, 20 ea, clamp loop, national [illegible] number to be assigned, P/N 2800320-1, 02 ea, issuing order N00383-[illegible]-0917-0213 on 15 Jan. 82 with Bendix Corp. Teterboro, NJ. See notes 46.

59--SWITCH ASSEMBLY PRE SHELF LIFE 7-RD, NSN 1R 5930-[illegible]10-1403 MH, P/N 3148-1A, 89 ea, issuing order N00383-80-G-0917-[illegible] on 16 Jan. 82 with Bendix Corp, Teterboro NJ. See notes 40, 46. (365)

Navy Aviation Supply Office, 700 Robbins Ave., Philadelphia, PA 19111 Tel. 215/697-2584

VH

59--TRANSISTOR, NSN 5961003404040AH, P/N 7903873-01—312 —deliveries to Hill AFB—PR FD2020-82-64231—will be issued to Sperry [illegible]d, Univac Defense Div., St. Paul, MN. See notes 27, 33, 40 and 73.

59--TRANSFORMER POWER, NSN 5950008050181AH, P/N 12670-1—10 ea—deliveries to Hill AFB UT. This notice is for Forward Pricing [illegible]ment applicable to PR FD2020-82-58084—which will be issued to [illegible]kwell International Corp., Anaheim, CA. See notes 27, 33, 46 and 73. [illegible]

[illegible]

59--CONNECTOR, JAM-NUT RECEPTACLE, per MIL-C-26482G, Series 1, Cannon part number KPT07A16-32S special using 031-3245-001 contact or equal, 125 each. Connector, jam-nut receptacle, per MIL-C-26482G, Series 1, Cannon part number KPT07A16-26S special using 031-3245-001 Contact or equal-125 each. Critical specifications are outlined in the solicitation. IFB N66001-82-B-0161/ZM. Bid opening 2-11-82. (004)

Commander, Naval Ocean Systems Center, San Diego, CA 92152 Attn: Zoe Moody, Code 4222, Tel. 714/225-2331

59--AN/SRA-6C BUOY SHELL HARDWARE SETS AND FLOATING WIRE COMPONENT SETS 36 ea. Items to be manufactured in accordance with drawings included as a part of the solicitation package. Limited number of solicitation packages available. RFP-N00140-82-R-3734. Closing date approx. 01 Mar 82. (004)

Naval Regional Contracting Office, U.S. Naval Base, Philadelphia, PA 19112

59--CONNECTOR per dwg. SM-D-415554, Rev. G. PN:SM-D-415554-1. May be Bendix PN: 71-42122-19S or equal, if conforming to dwg. (210 ea) Destination: Unicor, Federal Prison Industries, Oxford, WI, 53952 Sol/quotation number: 134-4770-2 Bid opening date: 22 Jan 82 For info Ron Hedrick, Contracting Officer (608)584-5511 Ext. 412 (005)

Unicor Federal Prison Industries, Inc. Federal Correctional Institution Oxford, WI 53952

59--CAPACITORS, NSN 5910-00-114-0779, M 39006/20-1056 IAW MIL-C-39006/20, 500 ea; NSN 5910-01-028-1406, M 39003/1-2682, IAW MIL-C-39003/1, 1800 ea; NSN 5910-00-164-0647, M39003/1-2202, IAW MIL-C-39003/1, 1500 each. IFB N66001-82-B-0146 Bid opens 26 Jan 82. (005)

Commander, Naval Ocean Systems Center, San Diego, CA 92152 Attn: P. Carter, Code 4223, Tel. (714) 225-6481

59--POWER RECTIFIER 2 ea power rectifiers IAW specs, terms, and provisions. Desired delivery sixty (60) calendar days, required delivery ninety (90) calendar days F.O.B. Sand Island, Honolulu, HI. 2 ea. DTCG34-82-B-00013. Opens 2 Feb 82. No telephone requests accepted. See note 64. (365)

Commander, 14th Coast Guard District, Prince Kalanianaole Federal Bldg, 300 Ala Moana, 9th Floor, Honolulu HI 96850

59--ELECTRON TUBE NSN 5960-01-111-3141—APN 8175281—Contract quantity—2606 each—Destinations to be furnished—IFB DAAH01-82-B-0153—Bid opening o/a 22 Mar 82, request for solicitation package should be forwarded to: Attn: DRTSM-IAS. See notes 64, 80, 8, 18, 35. (365)

U.S. Army Missile Command, Directorate of Procurement and Production, Redstone Arsenal, AL 35898

59--CORRECTION: Cable Assembly, special purpose, electrical—IFB DLA400-82-B-1832—Opening date changed to 04 Feb 82.

59--CORRECTION: Brush—IFB DLA400-82-B-1818—Opening date changed to 08 Feb 82. (004)

Defense General Supply Center, Richmond, VA 23297, Tel: 804/275-3350

● 59--RESOLVER GEAR TRAIN P/N 02-2641 except as modified or amplified in RFP, NSN 2H 5990-00-083-6285 (WMM) Deliveries to various destinations—24 ea—RFP N00104-82-R-YU07—Bid opening 05 Feb 82. See notes 24, 26 and 43. (365)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

● 59--SOLENOID ASSEMBLY, P/N 300-40001 or 40021-13 except as modified or amplified in RFP, NSN 1H 5945-01-046-1836 CP (WMM) deliveries to various destinations—158 ea—RFP-N00104-81-R-5439 bid opening 6 Feb 82. See notes 24, 26 & 43. (365)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

59--CABLE, OPN: 10109187; UNICOR Stock #EC-001, Quantity: 98,520 FT—Certificate of Compliance Required—F.O.B.: Destination (Unless otherwise stated)—INFORMAL BID NO. 42-PI-722.—Opens: 2 Feb 82. (365)

UNICOR, Electronic Cable Factory, United States Penitentiary, Lompoc, CA 93436

● 59--TRANSFORMER SATURAB P/N 8E0001-001 except as modified or amplified in RFP, NSN 1H 5950-00-827-1477 deliveries to various destinations—22 ea—RFP-N00104-82-R-ZA20—Bid opening 5 Feb 82. See notes 24, 42 & 73. (364)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

59--ACCESSORIES FOR SPECIAL PURPOSE CABLE Negotiations being conducted on a sole source basis with [illegible]

61 Electric Wire, and Power and Distribution Equipment.

61--WIRE, ELECTRICAL NSN 6145-00-299-8186—Spec QQ-W-343C 6 AWG TYS—60,000 ft—Deliveries to NSC Norfolk VA, NSC Oakland CA and Def Dep Mechanicsburg PA—S/O DLA500-82-B-1366—Bid opening date 4 Feb 82—For tech info J. Kligman, 215/697-2736—See notes 4 and 56. (004)

Defense Industrial Supply Center, 700 Robbins Ave., Philadelphia, PA 19111, Tel 215/697-3689

61--CABLE, TELEPHONE—NSN 6145-00-577-8079—Spec REA PE-22—30,000 ft. Deliveries to Tinker AFB, OK, Def Dep Mechanicsburg, PA, and Def Dep Memphis, TN—S/O DLA500-82-B-1363—Bid opening date 3 Feb 1982. For technical info M. Sweeny 215-697-2403. See notes 4 and 55.

61--WIRE, ELECTRICAL—NSN 6145-00-938-4918—Spec J-C-30A—210,000 ft. Deliveries to NSC Norfolk, VA., and NSC Oakland, CA and Def Dep Tracy, CA. S/O DLA500-82-B-1365—Bid opening date 3 Feb 1982—For technical info E. Doran, 215-697-3423—See notes 4 and 55.

61--CABLE, TELEPHONE—NSN 6145-01-083-4223—Spec Essex P/N 200-24ABPC-F or equal—18,000 ft. Deliveries to Tinker AFB, OK. S/O DLA500-82-B-1347—Bid opening date 3 Feb 1982—For technical info A. Russo 215-697-3821. See notes 73 and 55. (004)

Defense Industrial Supply Center, 700 Robbins Ave., Philadelphia, PA 19111, Tel 215/697-3689

● 61--BATTERY DRY P/N 2433380REVF except as modified or amplified in RFP, NSN 1H 6135-00-189-3722 (WMM) Deliveries to various destinations—100 ea—RFP N00104-81-R-D565—Bid opening 5 Feb 82. See notes 24, 26 and 44.

● 61--PRINTED CIRCUIT P/N 4867E0016PC5 except as modified or amplified in RFP, NSN 7H 6110-00-133-1392 (WMM) Deliveries to various destinations—26 ea—RFP N00104-81-R-1585—Bid opening 08 Feb 82. See notes 24, 26 and 42. (365)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

● 61--PANEL POWER DISTRIB, P/N 401-4885086-31 except as modified or amplified in RFP, NSN 1H 611-01-082-2583 (WMM) deliveries to various destinations—1 ea—RFP-N00104-82-R-ZA16—bid opening 8 Feb 82. See notes 24, 42 & 73.

● 61--CHARGER BATTERY spec 24T10RC except as modified or amplified in RFP, NSN 1H 6130-00-449-4373 (WMM) deliveries to various destinations—33 ea—RFP-N00104-81-R-9818—Bid opening 8 Feb 82. See notes 24, 26 & 42. (365)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

61--CABLE 2UN-42—IAW MIL-C-915E—This is a QPL item—continuous lengths of 500 feet and 1000 feet—Deliver to Long Beach, CA—Estimated opening date for IFB 26 Jan 82. Schedule No. N00123-82-0886—Code CDB-222—See notes 8, 44, 56, 36. (366)

Bid Desk, Naval Regional Contracting Office, Bldg 53, Terminal Island, Long Beach CA 90822

61--CORRECTION: Solar Generator—RFP DLA400-82-R-0783-0001—Closing date extended to 26 Jan 82.

61--CORRECTION: Battery Assembly—RFP DLA400-82-R-0709-0001—Quantity increased to 134 ea. (004)

Defense General Supply Center, Richmond, VA 23297, Tel: 804/275-3350

● 61--MOTOR TACHOMETER, P/N 229-0208-00REVF except as modified or amplified in RFP, NSN 1H 6105-00-888-7768 (WMM) deliveries to various destinations, 211 ea. RFP-N00104-82-R-YS27. Bid opening 82 Feb. 8. See notes 24, 26, & 43. (005)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

62 Lighting Fixtures and Lamps.

★ 62--LIGHT, LANDING, AIRCRAFT NS 6220-01-045-0248, Midland-Ross Corp Grimes Div P/N 50-0083-1—46 ea—Destns Tracy CA and Memphis, TN—RFP DLA400-82-R-2201—RFP due date 13 Jan 82—Inquiries to Mrs. Riley, 804/275-3041. Negotiation with Grimes Mfg. Co. under Basic Ordering Agreement No. DLA400-81-G-1083. See note 46.

★ 62--LENS, LIGHT NSN 6220-00-557-3323, Midland-Ross Corp Grimes Div P/N D-8122-1—50 ea—Destns Tracy CA and Memphis, TN—RFP DLA400-82-R-2280—RFP due date 13 Jan 82—Inquiries to Mrs. Riley, 804/275-3041. Negotiation with Grimes Mfg. Co. under Basic Ordering Agreement No. DLA400-81-G-1083. See note 46.

★ 62--LIGHT, NAVIGATIONAL, AIRCRAFT NSN 6220-00-570-7254, Midland-Ross Corp Grimes Div P/N 30-0080-5—690 ea—Destns various—RFP DLA400-82-R-2293—RFP due date 13 Jan 82—Inquiries to Mrs. Riley, 804/275-3041. Negotiation with Grimes Mfg. Co. under Basic Ordering Agreement No. DLA400-81-G-1083. See note 46.

★ 62--[illegible]

EXAMPLE # 5

PART NUMBER 695526-3 (VALVE) REQUESTED BY TINKER AIR FORCE BASE. WE FOUND REQUEST IN GARNER PAYNE LIST DATED NOVEMBER 17, 1981 SHOWING A CLOSING DATE OF DECEMBER 18, 1981. IT LATER SHOWED UP IN CBD NOVEMBER 20, 1981 WITH A CLOSING DATE OF NOVEMBER 27, 1981.

HAD I NOT HAD PREVIOUS INFORMATION I WOULD NOT HAVE BOTHERED WITH THIS SINCE CLOSING DATE WAS 3 DAYS AFTER I RECEIVED MY CBD. AS IT WAS THE OTHER COVERAGE MADE IT SO WE COULD RESEARCH AND PUT IN A TIMELY QUOTE ON THE ITEM.

#'

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                                                 PAGE OC   2                     11/17/81
ITEM  DESCRIPTION          ORIGINAL MFGRS PART NO QUANTITY    LATEST PRICE            BUYER                 BID DUE
      APPLICATION          NATIONAL STOCK NUMBER  DELIVERY    CONTRACTOR        STATE SOLICITATION          P/R NO.

  13  PANEL,TRAILING ED[redacted]                 15          STOCK LIST PRICE        OUIDA BEESON            02DEC
      HONEYCOMB            ~~BOEING-WICHITA~~                       1,605.31            PMWAM  5485            ORIGIN
QSR   B-52 STRATO FORT     4-4042-27              JUL MAR 82                                                2-43056
                           BOEING-SEATTLE
                           1560 00 790 5902 FG

**14  SKIN,AIRCRAFT        [redacted]             86          JAN  1978     98        JACKIE NAUS             11DEC
                           ~~BOEING-SEATTLE~~                 AT        46.00         PMWAM  5485            ORIGIN
      B-52 STRATO FORT     25-2377-11             JUN 82      H & R PARTS CO  KS                            2-43145
                           BOEING-WICHITA
                           1560 00 792 7128 FG

  15  PANEL ASSEMBLY, [redacted]                  1AA 2       FEB  1980      2        BUDDY BURRIS            14DEC
      HONEYCOMB            ~~BOEING-WICHITA~~     1AB 1LOT    AT    2,700.00          PMWAP  5485            ORIGIN
QSR   B-52 STRATO FORT     1560 00 874 6325 FG    NOV 82      HONEYCOMB CO     FL                           2-43074

**16  PADDING,WINDSHIE[redacted]                  105         FEB  1979    132        THEODORA OWEN           18DEC
      RIGHTS GUARD DAT~~BOEING-SEATTLE~~                      AT        30.20         PMWCA  5402             DEST
RG    C135 STRATOLIFTER 1560 00 891 6346 FL       JAN 82      LES MACHINE CO  KS                            2-29377

  17  REGULATOR R/H        [redacted]             9                                   NATOMA HUFFMAN          18DEC
  *                                                                                   PMZAA  4415            ORIGIN
QSR                        1560 01 085 7712       NOV 82                                                    2-39585

  18  LAP ASSEMBLY,CYL[redacted]                  23          NOV  1977     10        LEONARD ENOCHS          24NOV
  *                        [redacted]NELL-DOUG                AT       350.85         PMZAA  4347            ORIGIN
TWX                        1650 00 138 3336       JAN82 APR83 MCDONNEL-DOUG   CA                            2-57046
                        81
  19  VALVE,LINEAR,DIR[redacted]                  24          MAY  1980      2        NATOMA HUFFMAN          18DEC
  *                        [redacted]CFT                      AT    1,280.00          PMZAA  4415            ORIGIN
QSR   C130              81 [redacted]             JUN 83      D.MOODY & CO     OK                           2-39611
                           [redacted] ENGR
                           1650 00 208 9693
                        8
  20  VALVE,LINEAR,DIR[redacted]                  1AA 1       JUNE 1980      4        NATOMA HUFFMAN          10DEC
  *                        [redacted]CFT          1AB 10      AT    1,777.00          PMZAA  4415            ORIGIN
QSR                     9  [redacted]             AUG 83      STERER ENGR      CA                           2-39813
                           [redacted] ENGR
                           1650 00 208 9709

  21  SERVOVALVE,HYDRA[redacted]                  12          STOCK LIST PRICE        PAUL ELDER              14DEC
  *                        [redacted]VALVE                          882.70            PMZAA  4347            ORIGIN
TWX                        [redacted]             DEC 82                                                    2-39703
                           [redacted]VALVE
                           1650 00 401 2558

  22  COVER,SHAFT,SERV[redacted]                  234         JAN  1977    191        PAUL ELDER              04DEC
  *                        [redacted] VALVE                   AT         3.12         PMZAA  4347            ORIGIN
TWX                        1650 00 443 3225       JUN 82      NUCLEAR VALVE    CA                           2-00681

  23  EXTENSION UNIT,H[redacted]                  19          MAY  1978     35        LEONARD ENOCHS          23NOV
  *                        [redacted]FASTENIN                 AT       258.00         PMZAA  4347            ORIGIN
TWX                        [redacted]             FEB APR 82  LITTON FASTENIN CA                            2-57008
                           [redacted]
                           1650 00 477 4301

  24  COVER,JUNCTION B[redacted]                  37          STOCK LIST PRICE        PAUL ELDER              04DEC
  *                        [redacted]                                 5.59            PMZAA  4347            ORIGIN
      B52                  1650 00 590 9604       FEB AUG 82                                                2-56941
                        8
  25  VALVE,LINEAR,DIR[redacted]                  1AA 1       JULY 1977     13        NATOMA HUFFMAN          18DEC
  *                        [redacted]ACFT         1AB 3       AT    4,485.00          PMZAA  4415            ORIGIN
QSR   C130              5  [redacted]             1AC 1       STERER ENGR      CA                           2-39754
                           [redacted] ENGR        1AD 1
                           1650 00 612 2696       MAR 83

  26  CYLINDER ASSEMBL[redacted]                  20          JULY 1980     21        CAROL KLEIN             18DEC
  *                        SIKORSKY ACFT                      AT    1,004.00          PMZAA  4415            ORIGIN
QSR                        1650 00 726 7427       45DAY DEC84 SIKORSKY ACFT   CT                            2-39468
```

★ 16--CYLINDER ACTUATING NSN 1650 00 [illegible] 0183—P/N [illegible]—Quantities Solicited—73 ea BEQ, 31 ea [illegible] qty, 110 ea [illegible] qty, 16 ea [illegible] order qty—applicable to C130 Acft—deliveries to McClellan AFB CA—RFP 82-57014 closing o/a 18 Dec 81. FP issued to The Boeing Co, Seattle WA; BVR Inc, Rockford IL [illegible], Redmond WA; Parco Machine Works, Compton CA and/or [illegible] Co, Gardena CA. See notes 3, 44 and 80. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--RESERVOIR—NSN 1650 01 [illegible] 4064—P/N [illegible]-6—Qty 12 each—applicable to F16 Acft—deliveries to Tinker AFB—RFP 82-38781. For bid sets contact OC-ALC/PMDAR, Tinker AFB, Tel. 405-734-3060/7126. Contact OC-ALC/PMZAA, (Carol Kirk, 4347), Tinker AFB. See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--WOBBLER ASSY, MOTOR—NSN 1650 00 [illegible] 1040—P/N [illegible]—Qty 7 each—applicable to C130B & WC130 Acft—deliveries to Tinker AFB—RFP 82-38697 issued to Sundstrand Aviation, Rockford IL. Contact Sandy Freeny/PMZAA at 405/734-4415. See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--FITTING ASSEMBLY—NSN 1650 00 132 [illegible]—P/N [illegible]—Qty 71 each—applicable to TF16A aircraft—deliveries to Tinker AFB—RFP 82-38792 issued to National Waterlift Co, Div of Pneumo Dynamics Corp, Kalamazoo MI. Contact Dorothy Ventrcase/PMZAA at 405/734-4347.—See notes 26, 27, 33, 40, 73 and 80. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--SELECTOR SET HYDRAU—NSN 1650 00 [illegible] [illegible]—P/N 65/112116/2—Quantity Discount Procedures—18 ea or 25 ea or 32 ea—deliveries to McClellan AFB CA—RFP 82-[illegible] issued to The Boeing Co, PO Box 3999, Seattle WA 98124 and Boeing Military Airplane Co, A Div of The Boeing Co, 3801 So Oliver, Wichita KS 67210 and Sargent Industries Inc, Huntington Park Div, 2533 E 56 St, Huntington Park CA 90255—See notes 26, 27, 33, 40, 73 and 81—Reference Note 33, For Qualification Procedures, contact PMDM/5341.

16--VALVE—NSN 1650 00 [illegible] [illegible]—P/N [illegible] or 47580—Qty 24 each—applicable to C130 Acft—deliveries to Tinker AFB—RFP 82-38811 closing o/a 27 Nov 81. Contact OC-ALC/PMZAA (Norman Hoffman/734-4415), Tinker AFB. See note 8. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--PUMP [illegible]—NSN 1650 00 [illegible] 0181—P/N [illegible]—Qty 29 each—applicable to F106A/B Acft—deliveries to Tinker AFB—RFP 82-[illegible] issued to Sundstrand Aviation, Div of Sundstrand Corp, 4747 Harrison Ave, Rockford IL 61101. Contact Paul Pappas at 405/734-4415—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--RETAINER ASSY NSN 1650 00 [illegible] 4700—P/N [illegible]—Qty 85 each—applicable to C141/B52G Acft—deliveries to Tinker AFB—RFP 82-38846 issued to Sundstrand Aviation, Div of Sundstrand Corp, 4747 Harrison Ave, Rockford IL 61101. Contact Paul Pappas at 405/734-4415—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--SHAFT ASSY—NSN 1650 00 013 3280—P/N [illegible]—Qty 26 each—applicable to KC135A & B52F Acft—deliveries to Tinker AFB—RFP 82-38602 issued to Sundstrand Aviation, Div of Sundstrand Corp, 4747 Harrison Ave, Rockford IL 61101. Contact Sandy Freeny at 405/734-4415—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--SHAFT ASSY, COOLING NSN 1650 00 [illegible] [illegible]—P/N [illegible]—Qty 118 each—applicable to T37 Acft—deliveries to Tinker AFB—RFP 82-38878 issued to AiResearch Mfg Co of CA, 2525 W 190th St, Torrance CA 90509. Contact Antonio Tolling at 405/734-6601—See notes 27, 33, and 40. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--CYLINDER BLOCK ASSY—NSN 1650 00 120 8347—P/N [illegible]—Qty 129 each—applicable to KC135 & B52 Acft—deliveries to Tinker AFB—RFP 82-38842 issued to Sundstrand Aviation, Div of Sundstrand Corp, 4747 Harrison Ave, Rockford IL 61101. Contact Sandy Freeny at 405/734-4415—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--PUMP & MOTOR ASSY NSN 1650 01 033 4677—P/N 714801A—Qty 5 each—applicable to E3A Acft—deliveries to Tinker AFB—RFP 82-38835 issued to Sundstrand Aviation, Div of Sundstrand Corp, 4747 Harrison Ave, Rockford IL 61101. Contact D.D. Pfar at 405/734-4415—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--HARNESS, ELECTRIC—NSN 1650 01 [illegible] [illegible]—P/N 714[illegible]C—Qty 16 each—applicable to E3A Aircraft—deliveries to Tinker AFB—RFP 82-38851 issued to Sundstrand Aviation, Div of Sundstrand Corp, 4747 Harrison Ave, Rockford IL 61101—Contact S. Hanson at 405/734-4361—See notes 27 and 40.

★ 16--PLATE, HOLD DOWN, PUM—NSN 1650-00-[illegible]-8341—P/N 50012—Qty 136 each—applicable to F/RF84F, F100, F101, F105, B52 Aircraft—Deliveries to Tinker AFB—RFP FD2030-82-[illegible] issued to Abex Corporation Aerospace Div, Oxnard CA CA 93030. Contact Dorothy Ventrcase at 405/734-4347.—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

Directorate of Procurement & Production, Oklahoma City, ALC, Tinker AFB, OK 73145

405/734-4361—See notes 27, 33, 40 and 73. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--WIRING HARNESS—NSN 16[illegible] 00 [illegible] [illegible]—P/N [illegible] and/or PN6450211-101 and/or PN[illegible]—Qty 114 each—applicable to C141 aircraft—deliveries to Tinker AFB—RFP 82-38650 issued to Sundstrand Aviation Div of Sundstrand Corp, Rockford IL and/or Champlain Cable Corp Sub of Hercules Inc, Winooski VT and/or Stemmerik Precision Products Inc Co-operative Industries Div, Chester NJ. Contact Paul Eiler/PMZAA at 405/734-4347.—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--CYL BLOCK—NSN 1650 00 215 1072—P/N 711[illegible]—Qty 10 each—applicable to F106 A/B and F111A/D/E/F aircraft—deliveries to Tinker AFB OK—RFP 82-38788 issued to Sundstrand Aviation Div of Sundstrand Corp, Rockford IL. Contact D. D. Pfar/PMZAA at 405/734-4415.—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--VALVE—NSN 1650 00 [illegible] 4060—P/N 21[illegible]—Qty 25 each—applicable to Common aircraft—deliveries to Tinker AFB—RFP 82-37894 issued to Hydro-Aire Division Crane Co, Burbank CA. Contact Paul Eiler/PMZAA at 405/734-4347.—See notes 26, 27, 33, 40, 73, 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--SELECT ASSY—NSN 1650 01 104 9434—P/N [illegible]—Qty 4 each—applicable to F15A/B aircraft—deliveries to Tinker AFB—RFP 82-38795 issued to Moog Inc, East Aurora NY. Contact D. D. Pfar/PMZAA at 405/734-4415.—See notes 26, 27, 33, 40, 73, 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

16--TANK—NSN 1560 00 [illegible] [illegible]—P/N [illegible]—Qty 30 each—applicable to B52G/H aircraft—deliveries to Tinker AFB—RFP 82-38772 closing o/a 01 Dec 11. For bid sets contact OC-ALC/PMDAR, Tinker AFB, Tel. 405-734-3060/7126. See notes 0.

★ 16--VALVE—NSN 1650 00 208 0760—P/N 47610—Qty 11 each—applicable to C130 Acft—deliveries to Tinker AFB—RFP 82-38813 issued to Sierra Eng and Mfg Co, 4800 Colorado Blvd, Los Angeles CA, 90039, Hydro-Aire Division, Crane Co, 3000 Winona Ave, Burbank CA 91504 and Hydraulic Valve Division, Van Nuys CA 91409. Contact Norman Hoffman at 405/734-4415.—See notes 26, 27, 33, 40, 73 and 81, Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--BARREL AND WASHER—NSN 1650-00-130-[illegible]—P/N [illegible]—Quantity Discount Procedures—187 ea or 231 ea or 321 ea—deliveries to Tinker AFB—RFP FD2030-82-57080 issued to Abex Corporation Aerospace Div, Oxnard CA 93030.—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--PORT PLATE ASSY—NSN 1650-01-034-4490—P/N [illegible]—Qty 35 each—applicable to A10 Aircraft—deliveries to Tinker AFB—RFP 82-38[illegible] issued to Sundstrand Aviation Div of Sundstrand Corp, Rockford IL. Contact Paul Pappas at 405/734-4415.—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--DAMPENER CANOPY—NSN 1650-00-[illegible]-7[illegible]—P/N [illegible]—Qty 8 each—applicable to F5 Aircraft—deliveries to Tinker AFB—RFP FD2030-82-38[illegible] issued to ABCO Machine Products Inc, El Segundo CA. Contact Murray at 405/734-4347.—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--CHANGER—NSN 1650-01-[illegible]-[illegible]—P/N [illegible]—Qty 4 each—applicable to F16 Aircraft—deliveries to Tinker AFB—RFP FD2030-82-38776 issued to Moog Inc, East Aurora NY 14052. Contact Sandy Freeny at 405/734-4415.—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--CONTROLLER—NSN 1650-00-[illegible]-[illegible]—P/N 108644—Qty 40 each—applicable to C130 Aircraft—deliveries to Tinker AFB—RFP FD2030-82-38782 issued to Fairchild Industries Inc Stratos Div, Manhattan Beach CA. Contact Sandy Freeny at 405/734-4415.—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--SERVO CYLINDER—NSN 1650-00-463-7773—P/N [illegible]—Qty 16 each—applicable to F5/T38 Aircraft—deliveries to Tinker AFB—RFP FD2030-82-38[illegible] issued to Ronson Hydraulic Unit Corp, Downey CA. Contact John R. Pable at 405/734-4415.—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--FILTER AY, SCAV—NSN 1650 01 004 4040—P/N 7[illegible]—Qty 17 each—applicable to A10A Aircraft—deliveries to Tinker AFB—RFP 82-38870 issued to Sundstrand Aviation, Rockford, IL. Contact Eileen Mercer/PMZAA at 405/734-4415—See notes 26, 27, 33, 40, 73, 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--NOZZLE—NSN 1650 00 118 7[illegible]—P/N 284083-1—Qty 546 each—applicable to F4 Acft-deliveries to Tinker AFB—RFP 82-38[illegible] issued to AiResearch Mfg Co of Calif, Torrance CA. Contact Robert J. Farrell/PMZAB at 405/734-6601. See notes 27, 33 and 40. Reference Note 33, For Qualification Procedures, contact PMDM/5341. (321)

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★ 16--SIDE BRACE, NSN 1630-01-027-3441, P/N 255-[illegible], Appl to T9 Acft—3 ea—Deliveries to Oklahoma City, OK—RFP F[illegible]-82-63304 issued to Rockwell International Corp, Los Angeles, CA. See notes 27, 33, 40 and 73.

★ 16--MATRIX ASSY, NSN 1660 01 107 [illegible], P/N [illegible]

[illegible] each, Appl to F-4 Aircraft, Deliveries to Hill AFB—RFP FD2020-82-[illegible] issued to Fenwal Inc., Ashland MA 01721 with an approximate closing date of 21 Dec. 81. See notes 27, 33, 73.

★ 16--DISK & LINKAGE ASSY, NSN 1630-00-[illegible]-5342, P/N 124[illegible], Appl to A-7D Acft—1380 ea—deliveries to Hill AFB—RFP FD2060-82-5[illegible] issued to the B F Goodrich Co., Akron, OH—See notes 27, 33, 40 & 73.

★ 16--VALVE ASSY, BRAKE CONTROL, NSN 1630-01-084-6380, P/N 16[illegible], Appl to F-16A/B Acft—3 ea—Deliveries to Bayonne, NJ or Inglewood, CA—RFP FD2020-82-52791 issued to General Dynamics Corp., Ft Worth TX—See notes 27, 33, 40 & 73.

★ 16--AXLE ASSLY, NSN 1630-01-71-6637, P/N 2[illegible]-104, Appl to F-16 Acft—2 ea—Deliveries to Alexandria, VA—RFP F42600-82-[illegible]-0051 issued to Menasco Inc. Ft. Worth, and SAF Special Products The Netherlands—See notes 27, 33, 40 and 73.

★ 16--ACTUATOR—NSN 1680-01-043-3269WF, P/N 1211170-007, Qty 22 each—Actuator—NSN 1680-01-04-[illegible]WF, P/N 121117[illegible]-008, Qty 34 each—Applicable to the F-16 Aircraft—Deliveries to Hill AFB. RFP FD2020-82-62135 will be issued approx. 27 Nov. 81 to Ashwin Industries, Westbury, NY 11590. See notes 27, 33, 40 & 73.

★ 16--PUMP HYDRAULIC—NSN 1650-01-[illegible]-[illegible]WF, P/N 434047, Qty 14 each—Applicable to the F-15 Aircraft—Deliveries to Hill AFB. RFP FD2060-82-67090 will be issued approx. 27 Nov. 81 to Sperry Vickers Corp., Jackson, MS 39206. See notes 27, 33, 40 & 73.

★ 16--OUTER CYLINDER MLG, NSN 1620-00-264-0750, P/N 2237218-10, Appl to F-5 Acft—6 ea—Deliveries to Staten Island, NY or Compton, CA—RFP FD2060-82-62277 issued to Northrop Corp. Hawthorne, CA, Menasco Inc. Burbank, CA., Cleveland Pneumatic Co. Cleveland, OH., Menasco Pneumatic Norwalk, CA and Jensen/Kelly Corp. City of Industry, CA. See notes 27, 33, 40.

★ 16--HEAT SHIELD, NSN 1630-01-073-[illegible], P/N 2608814, 144 ea—Key, Rotor Drive, NSN 1680-01-083-03[illegible], P/N [illegible], 288 ea—Gasket, NSN 5310-01-082-7578LE, P/N 2608046, 72 ea—Appl to F-15 Acft—Deliveries to Wilmington NC & Cumbria [illegible]—RFP F42600-81-R-0066 issued to The Bendix Corp., South Bend, IN—See notes 27, 33, 40 & 73.

★ 16--HOUSING, ADJUSTER, BRAKE, NSN 1630-00-[illegible]-2326, P/N [illegible]-18, Appl to F-111 and F-102 Acft—1470 ea—alternate Qty (a) 1810 ea—alternate Qty (b) 2100 ea—Deliveries to Hill AFB—RFP FD20206[illegible] will be issued approx. 19 Nov. 81 to the B F Goodrich Co., Akron, OH—See notes 27, 33, 40 & 73. (322)

Directorate of Contracting & Manufacturing (PMMAE), Ogden ALC, Hill AFB, UT 84056, Tel 801/777-6490

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★ 16--INDICATOR, PRESSURE NSN 1660-01-112-6683, P/N 14[illegible]-2, Qty 10 ea. Tank, oil lube, [illegible], NSN 1615-01-115-3614, P/N [illegible], qty 10 ea. Erosion strip, blade, NSN 1615-01-115-3617, P/N 114R1707-1, qty 12 ea. Pin assembly, Tie bar, NSN 1615-01-115-3618, P/N 114R1707-2, qty 12 ea. Delivery will be made to various destinations. Contr. DAAJ09-79-G-0005, D.O. 0382 (PJP). This proposed procurement will be from Boeing Vertol Co., A Div of the Boeing Co., PO Box 16858, Philadelphia, PA 19142. See notes 27, 33, 40 and 73. Point of contact is Janet Culpepper, Attn: DRSTS-P PCJP, 314/263-3087.

★ 16--HOOK ASSY, CARGO NSN P/N 14[illegible], qty 4 ea. Sump, transmission, NSN 1615-01-114-2158, P/N [illegible]-1C, qty 4 ea. Pump assembly, left, NSN 4320-01-115-3827, P/N 145D6519-3, Qty 4 ea. Delivery will be made to various destinations. Contr. DAAJ09-79-G-0005, D.O. 0363 (PJP). This proposed procurement will be from Boeing Vertol Co, A Div of the Boeing Co, PO Box 16858, Philadelphia, PA 19142. See notes 27, 33, 40 and 73. Point of contact is Janet Culpepper, Attn: DRSTS-PCJP, 314/263-3087.

★ 16--CLUTCH, ENGINE TRANS NSN 1615-00-945-8192, P/N 114[illegible], qty 60 ea. Spacer, ring, NSN 5365-01-108-2740, P/N 114D5211-1, qty 61 ea. Slider, shaft, rotary, NSN 1615-00-757-4850, P/N 114R3052-7, qty 39 ea. Delivery will be made to various destinations. Contr. DAAJ09-79-G-0005, D.O. 0401 (PJP). This proposed procurement will be from Boeing Vertol Co., A Div of the Boeing Co., P.O. Box 16858, Philadelphia, PA 19142. See notes 27, 33, 40 and 73. Point of contact is Janet Culpepper, Attn: DRSTS-PCJP, 314/263-3087.

16--BRAKE, MAGNETIC, ELEC. NSN 1680-00-226-1753, Boeing Configuration Item (CI) 114CS101-9 IAW Boeing Source Control Drawing 114CS101, Rev K—[illegible], the Boeing Co, and Pacey Dynamics Corp—12 each—Deliveries to Lathrop, CA—RFP DAAJ09-12-R-A230(PCE)—Proposal closes on or about 4 Jan 82—Only approved sources are solicited and qualification can be time consuming—See notes 27, 33 and 81. Point of contact is Janet Williams, 314/263-2572.

★ 16--DEFLECTOR, DIRT AND NSN 1615-00-021-2715, P/N 114D[illegible]-4, qty 94 ea. Door, access, NSN 1560-00-966-4770, P/N [illegible], qty 2 ea. Work platform assy, NSN 1560-00-133-6882, P/N 114S4014-4, qty 11 ea. Delivery will be made to various destinations. Contr. DAAJ09-79-G-0006, D.O. 0369 (PJP). This proposed procurement will be from Boeing Vertol Co, a Div of the Boeing Co., P.O. Box 16858, Philadelphia, PA 19142. See notes 27, 33, 40 and 73. Point of contact is Janet Culpepper, DRSTS-PCJP. (321)

US Army Troop Support & Aviation Materiel Readiness Command, 4300 Goodfellow Blvd., St. Louis MO 63120

ASD

★ 16--SHAFT LEVER, WING, [illegible] Acft, NSN 1R 1560-00-013-4372 MH, Breeze Corp Inc P/N [illegible], 23 ea, East/West coast destination, RFP N00383-82-R-0612, RFP [illegible] Dec 81, request for proposal has been issued to Breeze Corp Inc Saltsburg PA. See notes 40, 73.

EXAMPLE # 6

THE ENCLOSED LIST IS A COPY OF MY LETTER TO FREEDOM OF INFORMATION INQUIRING ON THE STATUS OF OUR QUOTES SUBMITTED ON THESE REQUESTS.

THE INFORMATION IN CBD DID NOT GIVE US BUYERS NAME OR A PERSON TO CONTACT FOR FURTHER BID INFORMATION.

THE OFFICE WE CALL AT THE ASO TO GET BUYERS NAMES TO MATCH AGAINST SOLITATIONS IS ABLE TO HELP US ON SOME OF THEM. THE MAJORITY OF THESE DID NOT ALLOW US TIME TO REQUEST BID SETS, SO THEY WERE SUBMITTED ON LETTER QUOTES.

Ontario Air Parts

Home Office
15055 Whittram Ave.
Fontana, California 92335
(714) 829-3031
TWX: 910-399-1199
Call Back: Ont Air Font

Utah Division
2317 West 1300 North
Clinton, Utah 84015
(801) 773-2033

FEBRUARY 10, 1982

DEPARTMENT OF THE NAVY
AVIATION SUPPLY OFFICE
700 ROBBINS AVENUE
PHILDELPHIA PA 19111

DEAR SIRS:

WE WOULD LIKE AWARD INFORMATION ON THE FOLLOWING.

PLEASE INCLUDE WHO THE AWARD WAS MADE TO AND AT WHAT PRICE.

REQUEST NO.	DATE	BUYER	PART NUMBER

SEE ATTACHED

THANK YOU,

EARLENE L. CHRISTENSON

REQUEST NUMBER	DATE	BUYER	PART NUMBER	ITEM
81-X-R269	8-11-81	CARRELLA	244383	1
F34601-79-G-0212 GBBH	4-14-81	CONT OFF	105B4608G1	2
F34601-79-G-0213-GBUU	11-23-81	CONT OFF	5003T31G02	3
N00383-81-G-1106-0018	6-26-81	CONT OFF	211263	4
N00383-81-G-1106-0018	6-30-81	CONT OFF	137367	5
N00383-81-G-1500-0020	2-10-81	CONT OFF	32-50237-301	6
N00383-80-G-0908-0020	2-20-81	CONT OFF	863042	7
N00383-81-G-1100-0020	10- 1-81	CONT OFF	512797	8
82-B-0075	11-18-81	CONT OFF	MS28720-4	9
82-R-0091	11-18-81	CONT OFF	94700-001	10
82-R-0099	11-18-81	CONT OFF	3-1193	11
N00383-81-G-1500-0150	4-28-81	CONT OFF	32-94530-311	12
N00383-81-G-1100-0173	8-23-81	CONT OFF	541930	13
N00383-81-G-1500-0180	5-20-81	CONT OFF	32G87074-27	14
N00383-80-G-0106-0184	10-16-81	CONT OFF	762-4782-002	15
N00383-81-G-1100-0211	9-14-81	CONT OFF	598883-3	16
N00383-81-G-1100-0224	9-17-81	CONT OFF	585997	17
N00383-80-G-0904-0235	9-21-81	CONT OFF	1010040-0-2	18
82-R-0235	10-30-81	CONT OFF	A40151B1500	19
N00383-81-G-1503-0240	5-20-81	CONT OFF	65550-01053-042	20
82-0299	10-29-81	CONT OFF	41C440-5	21
82-R-0309	10-30-81	CONT OFF	20537-4	22
82-R-0327	10-29-81	CONT OFF	100901	23
N00380-81-G-1100-0343	11-11-81	CONT OFF	552857	24
N00383-81-G-1100-0343	11-11-81	CONT OFF	557517	25
N00383-81-G-1500-0345	11-19-81	CONT OFF	32-31348-40	26
08-0350	2-05-80	CONT OFF	26236079	27
N00383-81-G-1100-0373	11-19-81	CONT OFF	93926	28
N00383-81-G-1100-0374	11-19-81	CONT OFF	595976	29
G-0501-0429	10-28-81	CONT OFF	K674728-1	30
82-R-0443	10-30-81	CONT OFF	18830	31
N00383-81-G-1503-0592	9-17-81	CONT OFF	S6150-62357	32
81-B-0647	8-11-81	CONT OFF	S6165-20583	33
81-B-0768	9-29-81	CONT OFF	210-32230-712	34
81-B-0769	9-22-81	CONT OFF	MDE32345-2	35
A-8500-0834	2-06-80	CONT OFF	107R3582-7	36
N00383-81-G-1503-0875	11-19-81	CONT OFF	65351-11152-101	37
R-1815	3-31-81	CONT OFF	K626-2	38
R-2053	4-27-81	CONT OFF	HP321100-6	39
R-2186	5-05-81	CONT OFF	8276700-009	40
R-2356	6-09-81	GLYNN/2559	45950-3	41
R-2365	6-15-81	RUSSAL/2856	E6015M64-1	42
R-2417	5-20-81	CONT OFF	65550-08014-101	43
R-2636	6-08-81	CONT OFF	A18567	44
R-268	11-23-81	LAMBERT	373772	45
R-2890	6-10-81	CONT OFF	309348-1	46
R-2898	6-16-81	ROSUVITSKI	50924	47
R-4006	8-17-81	MCGLYNN	1000-17	48
R-4024	9-10-81	MCGLYNN	4005T44P01	49
R-4129	9-14-81	MCGLYNN	MR106KD100	50
R-4220	9-16-81	CONT OFF	7000M38G01	51
R-4299	9-09-81	CONT OFF	238624	52
R-4321	9-09-81	CONT OFF	HP904200-16	53
R-4507	9-21-81	CONT OFF	BL5540-1	54
R-4520	9-22-81	ROSUVITSKI	A51H9058-7	55
R-4542	9-22-81	CONT OFF		
R-4555		CONT OFF	37D400100P108	58
R-4568	9-21-81	CONT OFF	BL2471	59
R-4757	10-22-81	SCHMETT/2836	711-07022-34	60
R-4888	10-19-81	CONT OFF	3978940101	61
R-4972	10-19-81	CONT OFF	908D324-1	62
R-5233	10-21-81	CONT OFF	378-4-8D	63
B-547	6-10-81	CONT OFF	K674363-13	64
82-Y-6D83	9-17-81	CONT OFF	S6150-62364	65

NOTE

WHEN SUBMITTING RESPONSE PLEASE REFER TO ITEM NUMBER LOCATED AT RIGHT OF INQUIRY.

Ms. **Christenson**. Another example where a synopsis was published in Commerce Business Daily on January 6 with 12 days to get a quote in. It took us a few days longer to get it in and, of course, we were turned down because our bid was received too late. However, had the Government looked at that particular one, they would have saved $10,000. We were 1 day late on that one.

As an example of the need for having some uniformity by including buyer's name and office symbols and phone numbers we can contact. We write for information every 3 months to follow up on items we have quoted. The majority of these—I would say 90 percent—have no buyer's name. We have to send them into contracting offices because we are not allowed enough time to call for an official RFP to get this buyer's name. To submit the quote on a letter quote, we have to have a buyer's name. We then have to call the military to match it with the buyer. We have been successful on some of these.

Senator **Hayakawa**. Why do they withhold the buyer's name?

Ms. **Christenson**. I don't know. That is something we urgently request be added into the Commerce Business Daily. It would be much more effective.

Senator **Hayakawa**. Sounds like it would. And phone number.

Ms. **Christenson**. We do have a general area number such as Hill Air Force Base, that we can call and trace a request number, or an RFP number to a buyer, those girls get bombed with calls, and by the end of the day you don't want to call them. They've had enough. Wherein if this information was published, there would be no need for that.

Those are just some of the experiences that we have had with the Commerce Business Daily. Some of them are time, and we do appreciate and urge that this recommended bill—the proposal on S. 1947 be completed.

Senator **Hayakawa**. Thank you very, very much, Ms. Christenson.

I guess now we will hear from Mr. Holiday.

Mr. **Petrillo**. Right.

Senator **Hayakawa**. Mr. Holiday.

STATEMENT OF DOUGLAS HOLIDAY, SKY CONTROLS, SUN VALLEY, CALIF.

Mr. **Holiday**. Senator Hayakawa, members of the committee, I would like to thank you for the opportunity to testify on this hearing matter. A little bit of background. I've been involved with Government contracting for 5 years with my company. We have 22 employees, and we're definitely a small business, and we have been in business for 25 years, indicating that we are a successful small business. I direct my comments to the Commerce Business Daily. In its intent it's a very adequate publication. It is of vital importance to the competitive small business concern. Commerce Business Daily is, however, sadly lacking for filling its purpose. Commerce Business Daily falls short of its intent in three major areas.

First, it's very often not submitted, published, or released in such a manner that there is adequate time to prepare specific requests for bids. The time required in order to submit an appropriate bid may become very lengthy. This involves researching our ability to supply the part, reviewing the specifications, the contract terms, conditions, delivery times, et cetera. This takes at least 5 to 7 working days to determine within our own company.

After that, a proposed contract requires—proposed contract requirements, which are necessary for our bid submission, and are contained in "bidder's information packages." These are requested from an appropriate buyer and are mailed to us at an expense of another approximately 3 to even 7 days just to receive the proposed contract requirements. The submittal of bid is not always allowed to be done telegraphically. This is one of the things mentioned here previously. We would like to know if they will allow a telegraphic or telex submission of bid. In some cases a telex submission is considered a nonoffer or a nonproposal. This again would require to have the information mailed in, and that's another 5 to 7 days delay.

Adding to the above time spans, the time required to publish and list the request synopsis, which is approximately 5 days, and to deliver the Commerce Business Daily, we establish a very optimistic leadtime of about 30 days to properly respond to the average competitive request. All too often the time allowed to respond to a given request listed in the CBD falls far short of that 30-day period. In some cases where 2-to-4-day leadtimes—and this is again relative to the sole-source requirement—have been given the task proved impossible, and all of this resulted in increased costs to the Government.

The second area of fault with the Commerce Business Daily is the result of incomplete listings of essential information. Extremely important data such as buyer name, closing date, which is what we're here about specifically, purchasing facilities, phone numbers, telexs, twx's, et cetera, are often omitted in the synopsis. The type of procurement—very important in our specific situation, whether it's an invitation for bid or a request for purchase, request for quote, or a two-party negotiable agreement, et cetera—and whether or not telegraphic bids are accepted are virtually never included in any synopsis be it competitive, sole source, or otherwise. When this happens, we need more time to fill the missing information. It requires tracking down via the solicitation request number, the possible buyer, the facility, and further information within that is available from the Government, but not listed.

The third area of failure on the part of the CBD are cases where entire requests are for one reason or another completely omitted. Now, I know some of these omissions are due to the fact that the proposed contract is not estimated to go over $10,000, and I can understand having to specify a certain cutoff point. Again, I would like to draw attention to the fact that there is a draft of legislative proposal for a uniform procurement system, which would raise this already excessive $10,000 limit to $25,000. Again, we're small businesses. We're talking about $130 for the subscription being a large amount of money, and I can assure you that with that in mind a $10,000 contract is only occasionally seen by a small business. A $25,000 contract, well, one or two of these a year is enough to run a considerable portion of my business.

Again, these contracts which in some cases are over $10,000 and in other cases are $5,000, $8,000, and $9,000 are awarded to large business contractors at a significant increase in price to the Government. Verifications of these admitted listings are determined by sighting them in independent commercial listings or in the award statements, which are published in the CBD. In these cases while the individual contracts themselves are not in excess of $10,000, there are a very large number of them being handed out. One drop of water isn't much, but eventually with enough drops you can drown in it.

I wanted to point out again that the large business concern—as far as the expenses incurred by the large business concern, I might only have to point out what it cost to run our Government, which is a large, so to speak, business concern and it does have its own pitfalls in communications, transportation, financing, and so forth.

In view of the shortcomings of the Commerce Business Daily, we at Sky Controls and the NAACS would propose the following possible remedies: That a minimum 30-day time span, preferably 45 days, be required between the publication of the notice in the CBD and the closing date. Now, I understand that S. 1947 has adequately directed itself to this problem. Again, we can only stress more fully that this 30-day requirement is very appropriate for the amount of time required. Some of the minimum requirements that we would like to see published per synopsis include buyer name and facility, application of the product, and more as enumerated by Mr. Cole.

We would also like—and I realize this is improbable—to have efforts made to include as many requests as are economically feasible in the CBD. At least all of the contracts over $10,000, and I would like to see the $5,000 civilian limit applied to us as well. I realize that this would increase the size of the CBD, the expense, for example, but I would like to see the minimum price criterion reduced. At this point I would like to point out that my average Government contract is approximately $5,000, and I may have 10 of these contracts a year. Generally, I can show an approximate 40 percent savings to the Government per contract.

Then further, I would like to suggest that seminars be established similar to the DD250 seminars (DD250's are shipping and inspection format). The Government itself has established seminars to show people how to use these forms. I would recommend that we have seminars to show, especially the initiative small businessman, how to comprehend the CBD and how to use it. How to make it a tool that can establish more contracts within his own small-business frame.

In closing, the Commerce Business Daily is potentially a comprehensive and useful tool for the small business concern. We feel that the subscription costs for the publication are quite justified and definitely not prohibitive relative to being able to use it and receive profits relative to these listings. In fact, we would be quite willing to pay much more to see the consolidation of all these various forms of listing into one complete form that is extremely comprehensive and has within it minimum requirements, necessary to us in order to respond to these bids. This we would do gladly in order to see that the Commerce Business Daily fulfills its intended purpose.

I would like to thank you very much for your time in this matter and again I would like to stress how important it is to our small business concerns.

Thank you.

Senator **HAYAKAWA**. Thank you, Mr. Holiday. I would like to summarize—Mr. Petrillo, did you wish to make any concluding remarks?

Mr. **PETRILLO**. No, I think these witnesses have most eloquently stated their case, and for once I have nothing to add.

Senator **HAYAKAWA**. Will you please join in in the next bit of discussion I want to lead, if you will.

As I understand you on the whole, you are all in favor of S. 1947, including the extension time to 45 days. You do not object to the $130 subscription price. you don't even object to increasing the price, especially if it includes bids below $25,000 down to $10,000 or even $5,000. The more information it contains that's useful to small business, the more useful the publication is and the more willing you would be to pay for it; is that correct?

Mr. **PETRILLO**. Correct.

Senator **HAYAKAWA**. Would you be willing to pay more money for—would you like to have contract information that is now advertised in Commerce Business Daily sent to you through computer terminals, for example?

Ms. **CHRISTENSON**. Yes, that would be very helpful to us.

Mr. **HOLIDAY**. Again, that would involve a slight extra addition to cost, but again if we can get a few contracts that way it would pay for itself.

Senator **HAYAKAWA**. You would like to see where possible communication bids sent by telex acknowledged as real bids?

Mr. **HOLIDAY**. As well.

Senator **HAYAKAWA**. One of you mentioned that a telex bid is not regarded as a real bid.

Mr. **HOLIDAY**. In some cases, yes.

Mr. **LAYTON**. There are certain requirements where it would be nonresponsive. RFP's are included in that same provision and IFP's.

Senator **HAYAKAWA**. But telex or anything else speeding up the communicated process you very much desire?

Mr. **PETRILLO**. Let me add briefly. There are some members of the association who already have computer equipment in-house. As time goes on, many more of them will, and the use of that equipment which they're going to have for other business purposes to receiving the information would be most helpful.

Senator **HAYAKAWA**. Well, I think that represents pretty much the consensus of the whole group; does it not?

Is there anything else that you all agreed upon that you would like to comment on?

Mr. **PETRILLO**. I think you captured the essence of our testimony.

Senator **HAYAKAWA**. Well, I am very grateful to all of you for your contributions to this discussion, and we will have the proceedings printed, and you will all get copies of it, of course, and I'll see to it the entire small business committee gets copies of these proceedings. The hearing is adjourned.

[Whereupon the hearing adjourned.]

[Additional information follows:]

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17 February 1982

OUR REFERENCE NO. ______________

Senate Select Committee on Small Business
424 Russell Building
Washington, D.C. 20510

Attention: The Honorable S.I. Hayakawa, U.S. Senator

Subject: Small Business Utilization of the
Commerce Business Daily

Gentlemen:

Senate Bill S.1947 changes section 8(e) of the Small Business Act by adding one new sentence. This sentence establishes 15 and 30 day minimum time frames for the publication of an intent to solicit and the actual solicitation and award.

These time frames are an exciting and important step forward for small business, however, we also want to identify and include some other needed changes to the C.B.D. We find that not all $10,000.00 plus solicitations are published in C.B.D. Those that do get published should have a standard and uniform format to include the following minimum information:

A. Nomenclature of material or service
B. National stock number - when applicable
C. Manufacturer's part number - when applicable
D. Quantity to be procured
E. Application of material or service
F. Identity of procuring activity
G. Identity of buyer, including phone number and office symbol code
H. Solicitation number and type of procurement, such as RFQ, RFP, IFB, etc.
I. Solicitation due date
J. Acceptability of telex bids

If the above were established as the procedure for all government procurement activities, examples like the following could be avoided.

On 11 December 1981, we found an ad in the C.B.D. for aircraft spare parts that was of particular interest. Our bid was submitted on 4 January 1982. We received an unsuccessful bid notification on 20 January 1982. Upon contacting the buyer, we were informed that on 16 December 1981, McDonnell Douglas Corporation had received the award on a forward pricing agreement, only five days after the C.B.D. ad appeared. The result was the loss to the government of a potential savings of $8,586.00, or approximately 30%.

Current statistics, reported in the B.N.A. Federal Contracts Report, show the small business percentage of Department of Defense spending dropped from 4% in fiscal 1980 to 3.5% in fiscal 1981. We are hopeful that this trend can be reversed through more opportunities for small business to compete.

As a small businessman and a member of the National Association of Aircraft and Communication Suppliers, I commend your reform bill and encourage the incorporation of the foregoing to make the Commerce Business Daily a more timely and efficient tool for small business.

Very truly yours,

CONSOLIDATED AERONAUTICS CORPORATION

Brian G. Cole
Contracts Administrator

BGC:mam

DEPARTMENT OF DEFENSE TABLES SHOWING CONTRACT AWARDS TO SMALL BUSINESS IN FISCAL 1981

TABLE I
SMALL BUSINESS SHARE OF DEFENSE PROCUREMENT
(AMOUNTS IN THOUSANDS)

TYPE OF FIRM AND CATEGORY OF PROCUREMENT	FISCAL YEAR TO DATE		FISCAL YEAR
	1981 OCT 80 SEP 81	1980 OCT 79 SEP 80	1980 OCT 79 SEP 80
DEFENSE PROCUREMENT (PRIME CONTRACTS) FROM ALL BUSINESS FIRMS - TOTAL	$ 67,194,528	$ 66,703,739	$ 66,703,739
	==========	==========	==========
MISSILE AND SPACE SYSTEMS	10,232,072	7,889,975	7,889,975
AIRCRAFT	16,530,095	12,485,263	12,485,263
SHIPS	7,360,940	5,902,380	5,902,380
OTHER MAJOR HARD GOODS	19,149,420	14,644,979	14,644,979
SERVICES	5,691,845	5,710,958	5,710,958
PETROLEUM	10,285,597	4,540,172	4,540,172
COMMERCIAL ITEMS	6,120,774	5,085,976	5,085,976
CONSTRUCTION	3,446,484	2,959,935	2,959,935
ALL PURCHASES OF $10,000 AND LESS	6,442,323	5,658,068	5,658,068
CIVIL FUNCTIONS	1,934,978	1,826,033	1,826,033
DEFENSE PROCUREMENT (PRIME CONTRACTS) FROM SMALL BUSINESS FIRMS - TOTAL	17,769,994	13,588,494	13,588,494
	==========	==========	==========
MISSILE AND SPACE SYSTEMS	337,087	257,906	257,906
AIRCRAFT	576,887	497,230	497,230
SHIPS	1,001,180	695,277	695,277
OTHER MAJOR HARD GOODS	1,949,524	1,653,770	1,653,770
SERVICES	1,455,007	1,339,759	1,339,759
PETROLEUM	2,806,594	1,245,603	1,245,603
COMMERCIAL ITEMS	2,844,205	2,180,781	2,180,781
CONSTRUCTION	2,490,421	2,106,782	2,106,782
ALL PURCHASES OF $10,000 AND LESS	3,417,686	2,861,152	2,861,152
CIVIL FUNCTIONS	891,403	750,234	750,234
PERCENTAGE OF DEFENSE PRIME CONTRACTS TO SMALL BUSINESS FIRMS - TOTAL	20.4	20.4	20.4
	====	====	====
MISSILE AND SPACE SYSTEMS	3.3	3.3	3.3
AIRCRAFT	3.5	4.0	4.0
SHIPS	13.6	11.8	11.8
OTHER MAJOR HARD GOODS	10.2	11.3	11.3
SERVICES	25.6	23.5	23.5
PETROLEUM	27.3	27.4	27.4
COMMERCIAL ITEMS	46.5	42.9	42.9
CONSTRUCTION	72.3	71.2	71.2
ALL PURCHASES OF $10,000 AND LESS	53.1	50.6	50.6
CIVIL FUNCTIONS	46.1	41.1	41.1

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March 2, 1982

United States Senate
Committee on Small Business
Washington D.C. 20510

ATTN: Senator S. I. Hayakawa

SUBJ: S.1947, To improve small business access to Federal
procurement information

Dear Senator Hayakawa,

As small businessmen, we very much appreciate the opportunity to have an input to the committee's efforts in our behalf.

My background includes several years of procurement training as a civil servant prior to joining private industry. Therefore, I am quite familiar with the issues and problems on both sides of the fence.

Senate Bill S.1947 is an excellent beginning to improve small business opportunities. However, it only addresses one very important problem, the time factor. There are three other points that present real problems to small business, and are as follows:

1. The need for an adequate description, to include:
   - a. Solicitation Number
   - b. Noun
   - c. Part Number
   - d. National Stock Number
   - e. Quantity
   - f. Delivery
   - g. Due Date
   - h. Buyer's name, routing symbol and phone number

2. To publish all procurements that are required by regulation. This would include Sole Source, Qualified Product List buys, and Basic Ordering Agreement buys.

   For instance, we can historically show that our company saves the Department of Defense approximately 1.2 million dollars per year by breaking out sole source and restricted source procurements. Yet the Sole Source/Restricted Source buys appear in the CBD with only a few days to a couple of weeks to respond, if they appear at all.

   If my company alone can show savings of a million dollars on gross sales of three million dollars, then the government just might be penny-wise and pound-poor to not make sure we and all the others have more opportunities to bid.

Pesco
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3. Procurement agencies are now required to synopsize procurements estimated to be over $10,000.00. Recent changes have increased the small purchase procedures from $10,000. to $25,000. If the CBD is to be useful to Small Businesses, it is imperative that the publication theshold remain at $10,000.00.

Senator Weicker's letter of February 6, 1982 indicated the time period was necessary for small firms - - specially not based in Washington D.C..... Washington, D.C. is only one area (and probably least important). There are at least 12 major DOD procurement agencies scattered throughout the United States.

It would be a prohibitively expensive proposition to have coverage at 10 or 12 procurement centers. You can see how valuable the CBD could be to us if it is timely and includes enough basic information.

Again, thank you and the other committee members for your efforts in our behalf.

Sincerely,

Jerry Layton

Jerry Layton
Contracts Manager

JL/ss

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STATEMENT BY:

DOUGLAS G. HOLIDAY, GENERAL MANAGER, SKY CONTROLS, INC.
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BEFORE SUBCOMMITTEE ON ADVOCACY AND FUTURE OF SMALL-BUSINESS

FEBRUARY 17, 1982

SENATOR HAYAKAWA AND MEMBERS OF THE COMMITTEE, I WISH TO THANK YOU FOR THE OPPORTUNITY TO TESTIFY HERE TODAY ON BEHALF OF MY COMPANY AND THE NATIONAL ASSOCIATION OF AIRCRAFT AND COMMUNICATIONS SUPPLIERS, INC.

MY COMPANY, SKY CONTROLS, INC., CURRENTLY EMPLOYS 22 PERSONNEL AND HAS BEEN IN BUSINESS FOR 23 YEARS. I HAVE HAD EXPERIENCE PROCURING GOVERNMENT CONTRACTS AT THIS HIGHLY SUCCESSFUL SMALL-BUSINESS CONCERN FOR THE PAST FIVE YEARS.

AT THIS TIME I WOULD LIKE TO DIRECT MY COMMENTS TO THE BENEFITS AND SHORTCOMINGS OF THE COMMERCE BUSINESS DAILY. THE CBD IS A DAILY PUBLICATION, PRINTED BY THE UNITED STATES PRINTING OFFICE UNDER THE AUSPICES AND EDITORIAL RESPONSIBILITY OF THE UNITED STATES DEPARTMENT OF COMMERCE. ITS INTENT IS TO LIST CATEGORICALLY, PROCUREMENT INVITATIONS, CONTRACT AWARDS, SUBCONTRACTING LEADS, SALES OF SURPLUS PROPERTY AND FOREIGN BUSINESS OPPORTUNITIES. IT IS ONE OF THE ONLY, AND PROBABLY THE MOST INCLUSIVE SOURCES OF GOVERNMENT PORCUREMENT INFORMATION FOR THE SMALL-BUSINESS COMMUNITY.

THE COMMERCE BUSINESS DAILY IN ITS INTENT IS A VERY ADEQUATE PUBLICATION. IT IS OF VITAL IMPORTANCE TO THE COMPETITIVE SMALL-BUSINESS CONCERN. THE COMMERCE BUSINESS DAILY (CBD) IS HOWEVER, SADLY LACKING IN FULFILLING ITS PURPOSE.

COMMERCE BUSINESS DAILY (CBD) FALLS SHORT OF ITS INTENT IN THREE MAJOR AREAS WHICH ARE TIMELINESS, COMPLETENESS OF INFORMATION AND OMISSIONS.

FIRST, THE CBD VERY OFTEN IS NOT SUBMITTED, PUBLISHED AND/OR RELEASED IN SUCH A MANNER THAT THERE IS ADEQUATE TIME TO PREPARE A RESPONSE TO SPECIFIC REQUESTS FOR BIDS.

THE TIME REQUIRED IN ORDER TO SUBMIT AN APPROPRIATE BID MAY BECOME VERY LENGTHY. RESEARCHING OUR ABILITY TO SUPPLY THE PART(S), REVIEWING SPECIFICATIONS, CONTRACT TERMS AND CONDITIONS, ETC. TAKES AT LEAST FIVE TO SEVEN WORKING DAYS TO COMPLETE. PROPOSED CONTRACT REQUIREMENTS, NECESSARY FOR BID SUBMISSION, ARE CONTAINED IN "BIDDERS INFORMATION PACKAGES" WHICH, WHEN REQUESTED FROM THE BUYER, ARE MAILED TO THE BIDDER AT THE EXPENSE OF ANOTHER FIVE TO SEVEN DAYS TIME. SUBMITTAL OF A BID IS NOT ALWAYS ALLOWED TO BE DONE TELEGRAPHICALLY (VIA TLX) AND AGAIN THE PROPOSALS ARE SUBJECTED TO THE FIVE TO SEVEN DAY MAIL DELAY. ADDING TO THE ABOVE TIME-SPANS THE TIME REQUIRED TO PUBLISH AND DISTRIBUTE THE REQUEST SYNOPSES (APPROXIMATELY FIVE DAYS) ESTABLISHES AN OPTIMISTIC "LEAD-TIME" OF ABOUT 30 DAYS TO PROPERLY RESPOND TO THE AVERAGE REQUEST.

ALL TOO OFTEN THE TIME ALLOTTED TO RESPOND TO A GIVEN REQUEST LISTED IN THE CBD FALLS FAR SHORT OF THAT WHICH IS ADEQUATE. IN SOME CASES WHERE TWO TO FOUR DAY "LEAD-TIMES" HAVE BEEN GIVEN (IN MOST CASES CONCERNING "SOLE-SOURCE" PROCUREMENT, WHICH I WILL TOUCH ON LATER) THE TASK HAS PROVED IMPOSSIBLE, ALL RESULTING IN INCREASED COSTS TO THE GOVERNMENT AND LOSS OF TRADE TO THE SMALL-BUSINESS COMMUNITY.

THE SECOND AREA OF FAULT WITH THE COMMERCE BUSINESS DAILY IS A RESULT OF INCOMPLETE LISTINGS OF ESSENTIAL INFORMATION. EXTREMELY IMPORTANT DATA SUCH AS; BUYER NAME, CLOSING DATE, PURCHASING FACILITY, TELEPHONE NUMBERS, ETC. ARE OFTEN OMITTED FROM A SYNOPSIS. THE TYPE OF PROCUREMENT (INVITATION FOR BID, REQUEST FOR PURCHASE, REQUEST FOR QUOTE, TWO-PARTY NEGOTIABLE, SOLE-SOURCE, ETC.) AND WHETHER OR NOT TELEGRAPHIC BIDS ARE ACCEPTED, ARE VIRTUALLY NEVER INCLUDED IN A SYNOPSIS. WHEN THIS HAPPENS WE NEED ADDITIONAL TIME TO FILL IN MISSING INFORMATION.

THE THIRD AREA OF FAILURE ON THE PART OF THE CBD IS WHERE ENTIRE REQUESTS ARE, FOR ONE REASON OR ANOTHER, COMPLETELY OMITTED. SOME OF THE OMISSIONS ARE DUE TO THE FACT THAT THE PROPOSED CONTRACTS WILL PROBABLY BE LESS THAN $10,000 OR WHEN THE REQUEST IS CONSIDERING ONLY SOLE-SOURCE PROCUREMENT, AGAIN RESULTING IN CONTRACTS BEING ISSUED TO LARGE BUSINESS AT A SIGNIFICANT INCREASE IN PRICE TO THE GOVERNMENT. VERIFICATION OF THESE "OMITTED" LISTINGS ARE DETERMINED BY SIGHTING THEM IN LISTINGS PREPARED BY INDEPENDENT LISTERS, SUBSCRIBED TO IN ADDITION TO THE CBD, OR IN THE PUBLISHED AWARD LISTINGS (CBD). IN THESE CASES, WHILE THE INDIVIDUAL CONTRACTS THEMSELVES ARE NOT IN EXCESS OF $10,000, A VERY LARGE NUMBER OF THEM ARE AWARDED WITHOUT THE BENEFIT OF COMPETITIVE BIDDING FROM THE SMALL-BUSINESS FACTION, AND ONCE AGAIN AT A SIGNIFICANTLY HIGHER COST TO THE GOVERNMENT.

WE MIGHT ADD HERE THAT A DRAFT LEGISLATIVE PROPOSAL FOR A UNIFORM PROCUREMENT SYSTEM IS IN EXISTENCE WHICH AMONG OTHER THINGS WOULD RAISE THE MINIMUM CONTRACT PRICE FOR LISTING IN THE CBD FROM THE PRESENT $10,000 LEVEL TO AN EXORBITANT $25,000. WE CAN ASSURE YOU THAT FEW SMALL BUSINESSES HANDLE CONTRACTS IN EXCESS OF $10,000, LET ALONE THE EXTREMELY RARE CASES WHERE A SMALL BUSINESS CONTRACT EXCEEDS $25,000.

I WOULD LIKE TO POINT OUT AT THIS TIME THAT SKY CONTROLS, INC'S AVERAGE GOVERNMENT CONTRACT IS APPROXIMATELY $5,000 AND GENERALLY REPRESENTS ABOUT A 40% SAVINGS TO THE BUYER. IN MORE THAN A FEW INSTANCES IT HAS BEEN POSSIBLE, THROUGH DILIGENT RESEARCH AND PERSEVERANCE, TO OBTAIN CONTRACTS THROUGH UNINVITED PROPOSALS EVEN THOUGH ORIGINALLY LISTED AS SOLE-SOURCE REQUESTS. IN THESE INSTANCES SMALL-BUSINESSES SUCH AS OURS ARE ALLOWING THE GOVERNMENT TO BREAK OUT OF THE SOLE-SOURCE CONTRACT WHILE REALIZING CONSIDERABLE COST REDUCTIONS.

IN VIEW OF THE SHORTCOMINGS OF THE COMMERCE BUSINESS DAILY WE WOULD PROPOSE THE FOLLOWING REMEDIES:

1. THAT A MINIMUM 30 DAY TIME-SPAN (AND PREFERABLY 45 DAYS) BE REQUIRED BETWEEN THE PUBLICATION OF A NOTICE IN THE CBD AND THE CLOSING DATE. THIS SUGGESTION, THANKFULLY, HAS BEEN ADDRESSED BY S.1947.
2. THAT A "MINIMUM INFORMATION FORMAT" BE ESTABLISHED AS A GUIDELINE FOR SYNOPSIZING REQUESTS. THIS FORMAT WOULD INCLUDE THE FOLLOWING:
    - a. COMPLETE REQUEST REFERENCE NUMBER AND CLOSING DATE.
    - b. PART NUMBER, NATIONAL STOCK NUMBER AND DESCRIPTION OR REQUESTED ITEM(S).
    - c. BUYER'S NAME, OFFICE DESIGNATION, PHONE NUMBER AND PURCHASING FACILITY.
    - d. TYPE OF REQUEST (IFB, RFQ, RFP, NEGOTIATED, SOLE-SOURCE, ETC.)
    - e. WHETHER OR NOT TELEGRAPHIC BIDS ARE ACCEPTABLE.
3. THAT EFFORTS BE MADE TO INCLUDE AS MANY REQUESTS AS ECONOMICALLY FEASIBLE INTO THE CBD. AT LEAST ALL CONTRACTS OF $10,000 OR MORE BE INCLUDED AND PREFERABLY $5,000 OR MORE FOR MILITARY PROCUREMENTS (THE CIVILIAN PROCUREMENT LISTING LIMIT IS PRESENTLY $5,000).
4. THAT SEMINARS BE MADE AVAILABLE TO SMALL-BUSINESS CONCERNS WHICH WOULD EDUCATE THEM IN THE USE OF THE CBD.

IN CONCLUSION, THE COMMERCE BUSINESS DAILY IS POTENTIALLY A VERY COMPREHENSIVE AND USEFUL TOOL FOR THE SMALL-BUSINESS CONCERN. IN DEFERENCE TO SUGGESTION 3 ABOVE WE FEEL THAT SUBSCRIPTION COSTS FOR THIS PUBLICATION ARE QUITE JUSTIFIED, DEFINITELY NOT PROHIBITIVE AND IN FACT WOULD BE QUITE WILLING TO PAY MORE (POSSIBLY TWICE AS MUCH AS THE CURRENT $130.00 ANNUAL SUBSCRIPTION FEE) IN ORDER TO SEE THAT THE COMMERCE BUSINESS DAILY FULFILLS ITS INTENDED PURPOSE. IN THE FUTURE THE CBD MAY BE MADE AVAILABLE VIA DIRECT COMPUTER TERMINAL LINK, ONCE AGAIN, WE FEEL, SMALL-BUSINESS WILL RISE TO THE CAPABILITY TO RECEIVE THIS INFORMATION AND CONTINUE TO PROVIDE THE GOVERNMENT WITH A MORE THAN COST EFFECTIVE ALTERNATIVE TO STRICTLY LARGE-BUSINESS PROCUREMENT.

THANK YOU FOR YOUR TIME AND INTEREST IN THIS MOST IMPORTANT MATTER.

Ontario Air Parts

Home Office
15055 Whittram Ave.
Fontana, California 92335
(714) 829-3031
TWX: 910-399-1199
Call Back: Ont Air Font

Utah Division
2327 West 1300 North
Clinton, Utah 84015
(801) 773-2033

EARLENE L. CHRISTENSON
GENERAL MANAGER, ONTARIO AIR PARTS, INC.
15055 WHITTRAM AVENUE. FONTANA, CA. 92335 714-829-3031
BEFOR SUBCOMMITTEE ON ADVOCACY AND THE FUTURE OF SMALL BUSINESS S.1947
FEBRUARY 17, 1982

WE URGENTLY REQUEST THAT THE GOVERNMENT CONSIDER IMPROVING THE SMALL BUSINESSMAN'S CHANCES TO BID FEDERAL PROCUREMENT REQUIREMENTS. CONCERNING THE SUBJECT AT HAND. BILL S1947.

IN ORDER FOR US AS SMALL BUSINESSES TO COMPETE WITH THE BIG BUSINESS WE NEED TIME TO EVALUATE PRINTS AND SPECIFICATIONS TO INSURE THAT WE CAN OFFER A QUALITY PRODUCT, EQUAL TO MANUFACTURER. WHEN A CBD IS PUBLISHED THEY ARE NOT RECEIVED FOR A MINIMUM OF TWO DAYS, IF A BID SET IS ORDERED ANOTHER 3 TO 4 DAYS PASS, AND TO RETURN THE BID SET MAIL TIME TAKES ANOTHER 2 TO 3 DAYS. WE USED UP THE 10 DAYS AND DID NOT ALLOW FOR ANY EVALUATION AND RESEARCH TIME. IF A BUYER IS NOT LISTED OR A REQUEST NUMBER NOT GIVEN (WHICH HAPPENS FREQUENTLY) THE PROCESS BECOMES EVEN SLOWER.

AT PRESENT, PRIVATE BID SERVICES ARE MUCH MORE EFFECTIVE IN TIME NOTIFICATION AS WELL AS COMPLETENESS OF INFORMATION THAT THE GOVERNMENTS OWN PUBLICATION. THE S.1947 BILL WOULD COMFORM WITH OUR NEEDS 100% MORE THAN THE CURRENT 10 DAY NOTICE. WE ALSO FEEL THERE SHOULD BE SOME GUIDELINES SET UP WITH SOME UNIFORMITY FOR INFORMATION SHOWING UP IN THE CBD SO THAT ALL INFORMATION IS COMPLETE.

IF EACH MILITARY INSTALLATION COULD SEE THAT THE FOLLOWING INFORMATION IS INCLUDED THE TIME FACTOR WOULD ALSO BE IMPROVED: PART NUMBER, DESCRIPTION, NATIONAL STOCK NUMBER, QUANTITY, REQUIREMENT NUMBER, BUYERS NAME, OFFICE SYMBOLS AND PHONE NUMBER, ALSO THE MILITARY INSTALLATION REQUIRING THE INFORMATION.

ALSO AS SMALL BUSINESS THE CBD LOOSES ITS EFFECTIVENESS WHEN THE DETERMINATION OF A REQUEST BEING SYNOPSIZED IS RAISED FROM THE PRESENT 10,000.00 LEVEL TO A 25,000.00 LEVEL. THE SMALL BUSINESSMAN MAKES HIS LIVING ON CONTRACTS BELOW 25,000.00. BY RAISING THIS LEVEL YOU ELIMINATE INFORMATION VITAL TO US.

WE PROPOSE THAT THIS SITUATION BE EVALUATED BEFOR YOU CUT THE SMALL BUSINESS OUT OF BEING ABLE TO UTILIZE VITAL INFORMATION FOUND IN THE CBD. IF THE EXTRA INFORMATION COSTS MONEY CHARGE MORE FOR THE SERVICE. IF WE RECEIVED ONE CONTRACT A YEAR FROM INFORMATION FOUND IN CBD IT WOULD BE WORTH THE COST OF HAVING THIS SERVICE FIVE TIMES OVER. AT PRESENT WE PAY AT LEAST 200.00 TO 300.00 PER MONTH FOR PRIVATE BID SERVICE COVERAGE WHICH DOES NOT HAVE ACCESS TO ALL FEDERAL PROCUREMENT REQUIREMENTS SO THE INCREASED COST OF HAVING THE GOVERNMENT PUBLISH THESE REQUIREMENTS UP TO A POINT IS IRRELIVANT.

EXAMPLE # 1

PART NUMBER 333815, (BEARING) WAS REQUESTED BY TINKER AIR FORCE BASE. WE FOUND OUT ABOUT THIS REQUIREMENT THRU A PRIVATE BIDDING SERVICE ON NOVEMBER 16, 1981 WITH A CLOSING DATE OF DECEMBER 10, 1981. THE SAME REQUEST SHOWED UP IN CBD NOVEMBER 25, 1981 WITH NO CLOSING DATE SHOWN.

BECAUSE OF THIS NOTICE FROM OUR PRIVATE BIDDING SERVICE, WE WERE ABLE TO SUCCESFULLY RESEARCH AND QUOTE THE PART. HAD WE RELIED ON THE CBD WE WOULD NOT HAVE HAD SUFFICIENT TIME.

THESE SAMPLES ARE REPRESENTATIVE OF A VERY COMMON PROBLEM FOUNT IN THE CBD. ARE WE TO UNDERSTAND THAT A PRIVATE BID SERVICE WOULD HAVE ACCESS TO THE GOVERNMENT PROCUREMENT NEEDS BEFORE THE CBD STAFF.

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                                                     PAGE OC  11                      11/16/81
TEM  DESCRIPTION          ORIGINAL MFGRS PART NO QUANTITY       LATEST PRICE               BUYER                  BID DUE
     APPLICATION          NATIONAL STOCK NUMBER  DELIVERY       CONTRACTOR         STATE  SOLICITATION            P/R NO.

  2  GEARSHAFT,SPUR       703098                  10            MAR  1980      11   SHIRLEY HANSON         30NOV
 *                        SUNDSTRAND                            AT    1,201.72      PMWAB  4381            ORIGIN
WX   ACFT HYD SYS/COMP    3040 00 130 9425 HS    AUG SEP 83     SUNDSTRAND         IL                      2-56961
  3  GEARSHAFT,SPUR       714900                  11            AUG  1980      17   SHIRLEY HANSON         27NOV
 *                                                              AT       433.74     PMWAB  4381            ORIGIN
WX   ACFT HYD SYS/COMP    3040 01 032 5264 HS    OCT DEC 82     SUNDSTRAND         IL                      2-56986
  4  GEARSHAFT,SPUR       714903                  36            JAN  1980      25   SHIRLEY HANSON         23NOV
 *                        SUNDSTRAND                            AT       412.81     PMWAB  4381            ORIGIN
WX   ACFT HYD SYS/COMP    3040 01 033 3357 HS    NOV DEC 82     SUNDSTRAND         IL                      2-56885
  5  BEARING,ROLLER,CY    333815                  137           AUG  1979       1   MS C.PATTERSON         10DEC
 *                        PWA HARTFORD                          AT       200.00     PMZEA  6095            ORIGIN
SR   PWA TF33 ENG         3110 00 864 9365 RV    60DAY JAN84    UNITED AERO        OK                      2-23473
  6  BEARING,SLEEVE       6701478                 250           STOCK LIST PRICE    SANDRA JORAY           25NOV
 *                        GEN MOTORS CORP                            1.23           PMZEB  4235            ORIGIN
SR   J-33,J-35,J-71       6701478                NOV81 JAN83                                               2-23730
                          DETROIT DIESEL
                          3120 00 662 2650 PJ
  7  BUSHING,SLEEVE       2431016                 95            STOCK LIST PRICE    J. SINGLETON           27NOV
 *                                                                   1.95           PMZEA  3006            ORIGIN
WX   PWA TF-30            3120 00 978 0727 PQ    NOV 82                                                    2-G0734
  8  PUMP,ROTARY          690369C                 67            JUNE 1977       7   SHIRLEY HANSON         30NOV
 *                        SUNDSTRAND                            AT       380.00     PMWAB  4381            ORIGIN
WX   ACFT HYD SYS/COMP    699523                 JAN 84         SUNDSTRAND         IL                      2-39871
                          SUNDSTRAND
                          4320 00 507 2621 HS
  9  SEAT,VALVE           127279                  140           SEPT 1980      70   GLYNDA GENTRY          25NOV
 *                        SPERRY VICKERS                        AT         5.40     PMWAB  4381            ORIGIN
SR   ACFT HYD SYS/COMP    4320 00 509 7721 HS    APR 82         SPERRY VICKERS     MS                      1-05749
 10  HANDLE,RECIPROCAT    406223-3                125           JULY 1978     191   TAZE HEARN             25NOV
 *                        BENDIX                                AT        26.09     PMWAB  4381            ORIGIN
WX   ACFT HYD SYS/COMP    406223-3               MAY OCT 82     BENDIX             CA                      2-56977
                          BENDIX CORP
                          4320 00 708 8986 HS
 11  PARTS KIT, PUMP,     31-0123                 168           MAY  1978     633   J.D. BUTLER            14DEC
 *                        SUNDSTRAND                            AT         4.96     PMWAM  4291            ORIGIN
                          4320 00 753 1469 YQ    JAN MAR 83     KITCO, INC         UT                      2-42011
 12  PUMP,ROTARY          695546                  115           APR  1978      66   SHIRLEY HANSON         30NOV
 *                        SUNDSTRAND                            AT       282.24     PMWAB  4381            ORIGIN
WX   ACFT HYD SYS/COMP    4320 00 798 6264 HS    JUN 83         SUNDSTRAND         IL                      2-39846
 13  TUBE ASSEMBLY,MET    10C0002-0045            60            JULY 1980      52   K. WESTERVELT          04DEC
 *                        ESSEX CRYO                            AT        35.37     PMWCA  4371            ORIGIN
WX   TEMP/PRESS CONT      4710 00 947 0720 TP    APR JUN 82     ESSEX CRYOG        MO                      2-57095
 14  TUBE ASSEMBLY,MET    21A12915-101-11         2             STOCK LIST PRICE    BETTY ESHBAUGH         25NOV
 *                        BOEING-SEATTLE                            34.84           PMWAB  4381            ORIGIN
WX   AGM-69 SRAM          4710 01 034 3976 CJ    MAR 82                                                    2-43059
 15  TUBE ASSEMBLY,MET    21A12916-101-11         10            STOCK LIST PRICE    BETTY ESHBAUGH         20NOV
 *                        BOEING-SEATTLE                            29.46           PMWAB  4381            ORIGIN
WX   AGM-69 SRAM          4710 01 034 8720 CJ    NOV 81                                                    2-43060
 16  VALVE,SAFETY REL     25-72002-1              87            AUG  1979      68   MARY SWANSON           01DEC
 *                        MCDONNELL-DOUG                        AT        44.62     PMWAB  4381            ORIGIN
SR                        2394210                JUL 82         TAVCO INC          CA                      2-56487
                          TAVCO INC
                          4820 00 202 5538
 17  VALVE,REGULATING,    3P91007-103             71            DEC  1978       2   PEGGY COOPER           10DEC
 *                        LOCKHEED ACFT                         AT     1,530.00     PMWCA  4371            ORIGIN
WX                        3P91007-103            JAN 83         CRANE CO           CA                      2-39736
                          LOCKHEED-GA
                          4820 00 759 6907 YQ
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EARING, BALL, ANNULAR—NSN 3110-00-723-3372—RFP 82-R-0094-is hereby extended to 21 Dec 81 in lieu of as listed.
BEARING, BALL, ANNULAR—NSN 3110-00-141-9910—S/O 82-B-0267—is hereby extended to 7 Dec 81 in lieu of as listed.
BEARING, ROLLER—NSN 3110-00-996-1107—RFP DLA500-81-is hereby extended to 10 Nov 81 in lieu of as listed.
BEARING, PLAIN, SELF-ALIGNING—NSN 3120-00-913-7878—500-81-R-0903—is hereby extended to 10 Dec 81 in lieu of as listed.

ense Industrial Supply Center, 700 Robbins Ave.,
ladelphia, PA 19111, Tel 215/697-3888

BEARING, ROLLER NSN 3110 00 984 5366RV—P/N 333815—ch—appl to TF33 Engines—deliveries to Tinker—RFP 82-24010 to United Technologies Corp, Pratt/Whitney Acft Govt Prod Div, PO Box 2691 K-14, West Palm Beach FL 33402. Contact CArol Patterson, OC-EA, at 405/734-4476—See notes 26, 27, 33, 48, 73 and 81. Note 33, for Qualification Procedures, contact PMDM/5341. (327)
ectorate of Procurement & Production, Oklahoma City, ALC, er AFB, OK 73145

EARING, BALL, ANNULA, SPEC MIL-B-17931 (QPL) except as amplified in IFB, NSN 1H 3110-00-067-3726 NT (WAM) deliveries VA, Oakland CA & Charleston, SC—450 ea—IFB-N00104-81-B-opening 23 Dec. 81. See notes 9, 35 & 44. (327)
Ships Parts Control Center, Mechanicsburg, PA 17055

TANK

--BEARING, BALL, THRUST. NSN 3110-00-100-8815. TRPL: FOB: Destination. Qty: 2,000 ea. Sol. DAAE07-82-B-2048. Bid to 30 Dec. 81. See notes 43, 56, 80 & 86. (327)
Army Tank Automotive Materiel Readiness Command, DRSTA-IPD, Warren, MI 48090 Tel: 313/574-8149

lworking Machinery and Equipment.

E 20 INCH BAND SAW, one tilting arbor saw and one 24 inch or FOB destination. IFB MAP-VTF-82-B-0004. Bid opening o/a 30 is a non-appropriated fund procurement. Buyer: Tarr (327)
tcting Division, DIO, Attn: Esthel P. Umscheid, (913) 684-Bldg 198, Rm 182, Fort Leavenworth, KS 66027

working Machinery.

INDER, TOOL, CUTTER AND RADIUS, 13" swing x 6" be-rs. IAW Federal specification 00-G-802C dtd 15 Oct 1973—qty 3 on Bremerton, WA. Sol. N00600-82-R-0833. Approx. issue date Closes 30 days after issuance.
OL AND CUTTER GRINDER Size 1027. IAW Federal specifica-I2C dtd 15 Oct 1971. Qty 1 ea. Destination National City, CA. Sol. R-0252. Approx issue date 19 Nov 81. Closes 30 days after is-

E 42"X10' HYDRAULIC OPENSIDE PLANER, Type II. IAW ification MIL-P-80136A dtd 18 June 74. Qty 1 ea. Destination Na-San Diego, CA. Sol. N00600-82-R-0025. Approx. issue date 19 s 30 days after issuance.
IE BENDING MACHINE IAW Specifications in Sol. Qty 1 ea. Philadelphia, PA. Sol. N00600-82-R-0562 approx issue date 19 s 30 days after issuance.
ARING MACHINE, metalspeeding, mechanical drive capacity. ions in Sol. Qty 6 ea. Destination various. Sol. N00600-82-B-. Issue date 19 Nov 81. Bid opening 30 days after issuance.

nent of the Navy, Naval Regional Contracting Office, gton Navy Yard, Washington, DC 20374, Bid Branch, 3-2924

RTS CUTTING KENNAMETAL types NR, NTF, CNMG, TPG, various grades, total of 1250 pieces required. Dealers may quote. AFB Utah. RFP F42650-82-R2048 closing date of 21 Dec 81.

rate of Contracting & Manufacturing (PMDAD), Ogden AFB, UT 84056, Tel 801/777-8498

CTRODES, WELDING Spec MIL-E-22200/9 [illegible]

35 Service and Trade Equipment.

35--CRANE-JIB-TYPE quantity 4—w/electric hoist 230V AC 3 phase 60 hertz. Delivery to Tooele Army Depot, IFB DAAG40-82-B-0029—opening 29 Dec 81. Bid sets available at Tooele Army Depot. Request for bid set due within 10 days after date of publication. (323)
SDSTE-ASP, James R. Morris, 801/833-3438, Procurement Division, Tooele Army Depot, Tooele, UT 84074

35--IRONER, FLATWORK, COMMERCIAL—IFB DAKF10-82-B-0031—Bid Opening 21 Dec 81. Exempt from Commodity Assignment pursuant to DAR 5-1201.2(C). (327)
Contracting Division, Building 68, Fort Stewart, GA 31314 Attn: Ms. Oglesby Phone (912) 767-6430

36 Special Industry Machinery.

36--CUTTING MACHINE, GLASS, POWER OPERATED NSN 3635-00-223-7482, Surrell Corp P/N 41-452—6 ea—Destns San Diego CA—RFP DLA400-82-R-1153—RFP due date 24 Dec 81—For tech info contact Ms. Perry, 804/275-3505. See notes 55, 72, 73 and 80. (323)
Defense General Supply Center, Richmond, VA 23297, Tel: 804/275-3390

36--AUTOMATIC WIRE MARKING SYSTEM IAW specifications in Sol. Qty 1 ea. Destination Norfolk, VA. Sol. N00600-82-R-0375. Approx issue date 19 Nov 81. Closes 30 days after issuance. (323)
Department of the Navy, Naval Regional Contracting Office, Washington Navy Yard, Washington, DC 20374, Bid Branch, 202/433-2924

37 Agricultural Machinery and Equipment.

37--MOWER, TRACTOR DRAWN 4 ea, IFB #DABT02-82-B-0010 Bid Opening 21 Dec 81. (327)
Procurement Division, Fort McClellan, AL 36205 Attn: Donald Earl, 205/238-3513/3622

38 Construction, Mining, Excavating, and Highway Maintenance Equipment.

38--CORING BITS-finger type, to be used with Christensen Conventional Type Core Barrels, Tungsten substrate with .040" of Polycrystalline diamond crown to the cutter face—4 each—Destination Denver, Colorado—RFQ C-0030-1207—Negotiations to be conducted with Christensen Dia-Min Tools, Inc.—Bits are for special applications, patent held by Christensen. (327)
U.S. Department of the Interior, Geological Survey, Procurement and Contracts Section, Room D-2610, Building 25, Box 25046, Denver Federal Center, Denver, CO 80225 Attn: Shirley Combs

39 Materials Handling Equipment.

39--ELECTROHYDRAULIC SCISSORS LIFT, 4000 Lb. Capacity. Twenty-nine Lifts to various destinations within the Central Region. IFB: 169934-82-A-0017 will be issued o/a 30 Nov. 81, with bids due thirty days thereafter. Requests for IFB's must be in writing and on a first-come, first-serve basis. (327)
U.S. Postal Service, Manager, Contracts & Supply Management Branch, 433 W. Van Buren St., Rm. 1104, Chicago, IL 60699 George E Detweiler 312/886-3236.

39--WOOD DECK SKIDS-Semi-live, 2 wheels and wood platform trucks Sol. 10PN-HTD-5293 Definite Quantity—185 ea F.O.B. National Record Center, Washington, DC; National Archives Center, Washington, DC, and Federal Archives Center, East Point, GA. (327)
Business Service Center General Services Administration 440 Federal Building Seattle, WA 98174 Tel: 206/442-5556

40 Rope, Cable, Chain, and Fittings.

40--CHAIN, WELDED—NSN 4010-00-184-1.24—Spec MIL RR-C-271B 28 Aug. 73 TY 1 GRC CL4—38 DR—deliveries to Def Dep Mechanicsburg [illegible]

New Cumberland Army Depot, New Cumberland, PA—7,060 ea—S/O DLA500-82-B-0083—Bid opening 5 Jan. 82—For tech info contact F. K. Muse, 215/697-3277—See notes 4 and 55. (327)
Defense Industrial Supply Center, 700 Robbins Ave.,
Philadelphia, PA 19111, Tel 215/697-3888

40--ROPE, FIBROUS, DOUBLE BRAIDED—NSN 4020-01-029-8861—S/O DLA500-82-B-0160—is hereby extended to 11 Dec 81 in lieu of as listed. (324)
Defense Industrial Supply Center, 700 Robbins Ave.,
Philadelphia, PA 19111, Tel 215/697-2619

41 Refrigeration and Air-Conditioning Equipment.

41--TABLE, REFRIGERATED PREPARATION Qty 3 ea—Destination: Several—Sol. N00600-82-B-0721—Approx issue date 3 Dec 81—Bid opening 30 days after issuance—Limited number of copies of solicitations available—Inquiries- Bid Branch, 202/433-2924.
41--REFRIGERATOR CABINETS Qty 3 ea—Destination: various—Sol. N00600-82-B-0740—Approximate issue date 3 Dec 81—Bid opening 30 days after issuance—Limited number of copies of solicitation available—Inquiries-Bid Branch, 202/433-2924. (327)
Naval Regional Contracting Office, Washington Navy Yard, Washington, DC 20374

MC

41--FAN TUBE AXIAL Sol. F04606-82-20631B. Response date 12/4/81. Contracting Officer F. Kolke PMZCB 916/643-4205. NSN: 4140 01 036 9201ZF, P/N 5900000-001—quantity 19 each, or 23 each, or 27 each—Delivery to McClellan AFB. Sol. issued to E-systems Inc. ECI Div. (FSCM: 00724), 1501 72nd St. N, St. Petersburg, FL 33733. See notes 27, 32, 33, 73 and 95. (327)
Sacramento ALC, Directorate of Procurement and Production, McClellan AFB, CA 95652

42 Fire Fighting, Rescue, and Safety Equipment.

① 42--CONTROL MODULE HEAT—5-19-6558—NSN: 4240-00-763-1176—End use: M51 Shelter (Z0)—Quantity: 142 each—F.O.B. destination—DAAA09-82-B-5331—Issue date o/a 18 Nov. 81 with opening date 45 days from issue—See note no. 42 & 67. Technical info only Connie Trousel, 794-3834. Inquiries concerning Sol. only 309/794-4864 or 4166.
① 42--CARRIER, HOSPITAL, PROTECTOR HEADPIECE, M13—5-4-1002—NSN: 4240 00 368 6361—End use: Filter unit gas particulate 12 CFM, M13A1 (ZT)—Quantity: 1,200 ea—F.O.B. destination—DAAA09-82-B-5360—Issue date o/a 1 Dec. 81 with opening date 30 days from issue—See note no. 44 & 57—Sol. info only Mary Ann Wallen, 794-3796. Requests for sol. packages only 309/794-4864 or 4166. (324)
U.S. Army Armament Materiel Readiness Command, Attn: DRSAR-PCP-SP Rock Island, IL 61299

43 Pumps and Compressors.

43--REFURBISHMENT OF 21 ONE AND TWO SPEED AUXILLARY SEA WATER PUMPS AND MOTORS per AERP Refurbishment Instructions 4320-561-078 Rev D and attachments dtd 1 Oct 81—Delivery to destinations to be added at a later date—RFP N00102-82-R-0118 applies—See notes 49, 56 and 90.
43--REFURBISHMENT OF TWO EACH AIR CONDITIONING AUXILLARY SEA WATER PUMP AND MOTORS per AERP Refurbishment Instruction-4320-561-708 Rev B with attachments dtd 30 Sep 81—Delivery to destinations to be added at a later date—RFP N00102-82-R-0117 applies—See notes 49, 56 and 90. (327)
Purchase Services Branch, Code 535.2 Portsmouth Naval Shipyard Portsmouth NH 03801

47 Pipe, Tubing, Hose, and Fittings.

47--ADAPTER, STRAIGHT, TU Spec MIL-H-24135 (SHIPS) (QPL) except as modified or amplified in RFP. NSN 1H 4730-00-834-1838 (WAM)—Deliveries to Portsmouth; NH & Okland CA—66 ea—RFP N00104-81-R-A378—RFP due date 28 Dec 81. See notes 9, 24, 35 and 78.
47--ADAPTER, HOSE TO UNI Spec MIL-H-24135 (QPL) except as modified or amplified in RFP. NSN 1H 4730-00-848-6429L1 (WAM) deliveries to Portsmouth [illegible]

EXAMPLE # 2

PART NUMBER 374455-3 (HYDRAULIC,BOOSTER) WAS REQUESTED BY TINKER AIR FORCE BASE. WE FOUND OUT ABOUT THIS REQUIREMENT THRU A PRIVATE BIDDING SERVICE ON NOVEMBER 18, 1981 WITH A CLOSING DATE OF DECEMBER 10, 1981. THE SAME REQUIREMENT SHOWED UP IN CBD NOVEMBER 20, 1981 WITH NO CLOSING DATE.

AGAIN THE ADVANCE NOTICE MADE IT POSSIBLE FOR US TO RESEARCH AND QUOTE THE PART OUT.

72——

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11/18/81

	.PTION .ICATION	ORIGINAL MFGRS PART NO NATIONAL STOCK NUMBER	QUANTITY DELIVERY	LATEST PRICE CONTRACTOR	STATE	BUYER SOLICITATION	BID DUE P/R NO.
/ #X	BOOSTER,HYDRAULIC	37[redacted] LOCKHEED ACFT 374455-2[redacted] [redacted] 1650 00 784 9692	5 FEB 83	FEB 1977 5 AT 5,916.26 LOCKHEED ACFT	GA	JOHN PICKLE PMZAA 4415 F34601-81VP018	10DEC ORIGIN
30 JX	CYLINDER ASSEMBLY	265-580107-42 ROCKWELL INT'L 265-580107-42 ROCKWELL INTL 1650 00 910 1930	6 MAR 83	JUNE 1978 7 AT 1,895.73 ROCKWELL INT'L	CA	NATOMA HUFFMAN PMZAA 4415	27NOV DEST 2-39170
31 JX	HOUSING ASSEMBLY	106786A269 ITT GEN CON 1650 01 035 9010	14 NOV81 AUG82	STOCK LIST PRICE 510.68		JOHN PICKLE PMZAA 4415	30NOV ORIGIN 2-55968
32	CYLINDER ASSEMBLY	7025347-30 LOCKHEED-GA 1650 01 073 9478	1AA 4 1AB 5 1AC 1 1AD 13 JUN AUG 82 90	STOCK LIST PRICE 636.50		CAROL KLEIN PMZAA 4415	18DEC ORIGIN 1-21743
33	PARTS KIT,TURBINE	[redacted] AIRESEARCH 1660 00 116 6320	92 31 122 NOV DEC 82	DEC 1979 460 AT 93.00 GKS INC	OH	J.D. BUTLER PMWAM 4291	18DEC ORIGIN 2-56440
	FEDERAL SUPPLY GROUPS 2800 AND 2900						
1	SECTOR ASSEMBLY, J-33,J-35,J-71	6706471 GEN MOTORS CORP 6720802 GEN MOTORS CORP 2840 00 040 3495 PJ	231 SEP DEC 82	AUG 1979 555 AT 14.20 WELBILT ELEC	NY	SANDRA JORAY PMZEB 4235	17DEC ORIGIN 2-23784
2 R	PLATE,SEPERATOR J-33,J-35,J-71	6700721 DETROIT DIESEL 6700721 GEN MOTORS CORP 2840 00 127 5165 PJ	50 OCT NOV 82	JULY 1977 80 AT 12.50 NOSSAMAN BROS	OK	JOHN GROTH PMZEB 4235	09DEC ORIGIN 2-23729
3	HOUSING,SHAFT GE J47,73,79,93	7058497P2 [redacted] 7058497P2 GE EVENDALE 2840 00 798 5968 PL	625 OCT DEC 82 31 1073	AUG 1980 595 AT 7.80 P/M ENGR CO	CA	MILA ALEXANDER PMZEB 4235	09DEC ORIGIN 2-23818
4	FLANGE CARBON SEA GE J47,73,79,93	3000M84P2 [redacted] 2840-00 [redacted] PL	42 OCT NOV 82	MAR 1978 41 AT 125.93 GE EVENDALE	OH	BEVERLY CAGLE PMZEB 4235	17DEC ORIGIN 2-23671
5 X	SEAL,AIR,COMPRESS GE J47,73,79,93	~~5150724G2~~ GE EVENDALE 2840 00 945 5078 PL PB	100 SEP NOV 82	APR 1979 118 AT 574.00 ACFT PRECISION	MI	GAIL HALL PMAAC 4364	23NOV ORIGIN 2-23709
6	SPACER,GEARBOX PWA TF33 ENG	749920 2840 01 009 8604 RV	15 MAR 83	STOCK LIST PRICE 160.98		C FERGUSON PMZEA 6095	09DEC ORIGIN 2-23813
7 X	VALVE,PIN,LEVER, 6 ITEMS	BENDIX P/N'S 2915 C LAS S	MIN 55 MAX 3120 AUG DEC 82			J. SINGLETON PMZEA 3006	01DEC ORIGIN 2-09945
8 X	HOLDER,SPRING PWA TF-30	2643482 BENDIX/ENGY CTR 2915 00 133 4795 PQ	31 FEB 83	STOCK LIST PRICE 58.17		J. SINGLETON PMZEA 3006	01DEC ORIGIN 2-00935
	BRACKET ASSEMBLY, PWA TF-30	2643587 BENDIX/ENGY CTR 2915 00 133 4815 PQ	5 JAN 83	STOCK LIST PRICE 406.34			ORIGIN

Alternate C - 37 each—Deliver San Antonio ALC, Kelly AFB—RFP 2-R-4146—Due date o/a 30 Dec 81—See Notes 44, 80 and 85.

--HINGE FITTING, AILERON, APPL C-5A ACFT—NSN 1560-01- LH—IAW Lockheed Dwg 4J53018, Revision E and various other re s listed in the solicitation—7 each—Deliver San Antonio ALC, Kelly P F41608-82-R-4148—Due date o/a 28 Dec 81—See Notes 44, 80

--KIT, WING REP, APPL F5A/B ACFT—NSN 1560-00-183- IAW Provisioned Data List - Repair Parts Kit dated 24 Jul 80 and other requirements listed in the solicitation—Northrop Corp P/N —Alternate A - 40 each OR Alternate B - 60 each OR Alternate C - 80 liver San Antonio ALC, Kelly AFB—RFP F41608-82-R-5378—Due 28 Dec 81—See Notes 44, 80 and 85.

--CABLE ASSY, appl F5A/B ACFT—NSN 1560-00-097- IAW Northrop Dwg 6-62622, Revision F and various other requirements in the solicitation—191 each—Deliver San Antonio ALC, Kelly F41608-82-R-5377—Due date o/a 28 Dec 81—See Notes 44, 80 22)

ctorate of Contracting and Manufacturing (SA-ALC/PMDAB), AFB, TX 78241 Tel. 512/925-7354

K

-CALL PROCUREMENT ARRANGEMENT CONTRACT appl 0/200 Engine, F15/F16 Aircraft Spare Parts—IAW other requirements in Purchase Request—F41608-82-G-0013 issued to Bendix Co nergy Controls Division, South Bend IN 46620—See notes 27, 32, 85.

-CARRIAGE FLAP, APPL C-5A ACFT Various NSNs—IAW rawing 4J41422 Revision [illegible] other requirements listed —13 [illegible] FSC 1560—Deliver to San Antonio ALC, Kel —RFP F4160[illegible]-R-5424—Due date o/a 28 Dec 81—See notes 85.

-WEDGE ASSY, APPL P102 ACFT NSN 1560-00-630- General Dynamics Corp, Convair Division, PO Box 80877, San Diego 38 P/N [illegible] 45 ea—PR FD2030-82-40849—See notes 73 and 85.

PANEL, APPL COWL DOOR R.H. NSN 1560-[illegible] ies Inc. PO Box 878, Foot of H St., Chula Vista CA 92012 P/N LH—34 each—PR FD2030-82-40448—See notes 27, 33, 40, 73

AT SHIELD, APPL C-5 ACFT NSN [illegible]-4321LH—IAW wing 4F23256 Revision C, and other requirements listed in solicitation [illegible] Alternate B- 62 each or Alternate C- 70 r to San Antonio-ALC, Kelly AFB TX—RFP F41608-82-R-5256— e 29 Dec 81—See notes 80 and 85. (321)

ctorate of Contracting and Manufacturing (SA-ALC/PMDAB), AFB, TX 78241 Tel. 512/925-7354

TR

FAIRING, ANTENNA ASS, NSN 1560-01-086-1036, P/N 7060 qty 130 ea, mount, rotary dog, NSN 1615-01-112-2341, P/N -012, qty 22 ea, guard, quadrant, NSN 1615-01-086-2346, P/N qty 100 ea. Delivery will be made to various destinations. J09-79-G-0004 D.O. 1160 (PJP). This proposed procurement will e Sikorsky Aircraft Div., United Technologies Corp., Stratford, Ct. 3, 27, 40 and 73. Point of contact is D. Thomas, DRSTS- 314/263-3087.

DOOR ASSEMBLY, NOSE NSN 1560-01-186-1916, P/N qty 25 ea; exhaust assy, RH, NSN 1560-01-092- -5042, qty 3 ea. Delivery will be made to various destinations. J09-79-G-0004 D.O. 1096 (PJP). This proposed procurement will Sikorsky Aircraft Div., United Technologies Corp., Stratford, Ct. 7, 33, 40 and 73. Point of contact is D. Thomas, DRSTS- 14/263-3087.

WORK. PLATFORM ASSY, NSN 1560-00-123-6284, P/N qty 13 ea. Counterweight Inser., NSN 1560-00-219-6017, P/N qty 77 ea. Delivery will be made to various destinations. Con 79-G-0085, D.O. 0373 (PJP). This proposed procurement will be tol Co., A Div of the Boeing Co., P.O. Box 16858, Philadelphia, e notes 27, 33, 40 and 73. Point of contact is Janet Culpepper, CJP, A/C 314/263-3087. (317)

y Troop Support & Aviation Materiel Readiness Com 4300 Goodfellow Blvd., St. Louis, MO 63120

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mC

EAM. Sol. No. F02040-82-53708D Response date 12/21/81. 916/643-2616. NSN: 1560-00-436-0017BJ, P/N: 12W2011-15 Upper Floating Fuel Support. 2½ x 3.8 x 33.2. Quantity 13 each 17 each to be delivered to McClellan AFB, CA on or before Sep. 32, 44 and 95.

CAM ASSY—Sol. No. F02040-82-51603D Response date to: PMDAR 916/643-2616. NSN: 1560-00-584-7772LK, P/N: cable to F104G Aircraft. Cam holder made from 2014 A1 Alloy Q-A-367 Comp 5 HT T6, Approx. size 8 in. by 1½ in. by 8 in. ea for delivery to McClellan AFB CA by Mar. 82. Request for sals issued to Monroe Aircraft, 7716 East Alondra Blvd., Paramount Associated Ltd., 15506 Minnesota Ave., Paramount CA, ro Eng. & Mfg. Co. of CA, 6655 San Fernando Rd., Glendale,

cable to the T-38 aircraft, Delivery to McClellan AFB. RFP issued to Rockwell International Corp., 6161 Aviation Drive, St. Louis, MO 63101. See notes 27, 32, 33 and 73. (321)

Sacramento ALC, Directorate of Procurement and Production, McClellan AFB, CA 95652

TR

16--WINDSHIELD, NSN 1560-01-026-0478, P/N 209-030-504-17, 122 ea; Seal, Duct A, NSN 1560-00-792-2324, P/N 540-011-427-1, 200 ea; retainer, RUSN 1560-00-889-3333, P/N 206-060-863-7, 125 EA; Strip, Windshield, NSN 1560-00-931-1068, P/N 209-030-307-23, 60 ea; Rib, Wing, NSN 1560-01-082-7238, P/N 209-020-106-30 8 ea; rib, wing, NSN 1560-01-022-7238, P/N 209-020-106-29, 8 ea; rib, wing, NSN 1560-01-022-7242, P/N 209-020-111-5, 7 ea; Window Pane, NSN 1560-01-025-8545, P/N 209-033-301-25 [illegible] ea; window pane, NSN 1560-01-025-8646, P/N 209-033-301-27, 19 ea; window pane, NSN 1560-01-026-0474, P/N 209-033-301-23, 20 ea; Windshield, NSN 1560-01-026-0475, P/N 209-033-504-15, 90 ea; panel, tool, NSN 1560-01-057-8016, P/N 209-033-254-1, 8 ea; panel, tool, NSN 1560-01-075-2045, P/N 209-033-133-101, 8 each; retainer, NA, NSN 1615-00-030-7108, P/N 540-011-195-1 1380 EA. Delivery will be made to various destinations. Contract DAAJ09-79-G-0001, D.O. 3063 (PJP). This proposed procurement will be from Bell Helicopter Textron, Inc. Fort Worth, TX 76101. See notes 27, 33, 40 and 73. Point of contact, Kathy Niemeis, DRSTS-PCJP, 314-263-3083.

US Army Troop Support & Aviation Materiel Readiness Command 4300 Goodfellow Blvd., St. Louis, MO 63120

ASO

★ 16--DUCT ASSEMBLY HEAT, NSN 1R 1560-00-149-8147 PF, P/N 977415-3-1, 53 ea. Issuing order N00383-81-G-1104-0215 on 4 Dec 81 with Airesearch Mfg Company of Calif Torrance CA. See notes 40, 48.

★ 16--FITTING ASSEMBLY, used on the A4 Acft, NSN 1RM 1560-00-586-5082, McDonnell Douglas and Frazier Aviation P/N 5821782-503, quantities ranging from a minimum of 15 ea to a maximum of 24 ea, solicitation to be forwarded, RFP N00383-82-R-0726, RFP due date 28 Dec 81. Requests for proposals have been issued to Frazier Aviation Inc North Hollywood CA, McDonnell Douglas Corp Long Beach CA. See notes 40, 73.

★ 16--FITTING RIB, used on the A6 Acft, NSN 1RM 1560-00-071-3013, Grumman and William Karl and Sons P/N 128CSH1065-1, quantities ranging from a minimum of 62 ea to a maximum of [illegible] ea, solicitation to be forwarded, RFP N00383-82-R-0148, RFP due date 17 Dec 81, requests for proposals have been issued to Grumman Aerospace Corp Bethpage NY, William Karl and Sons Middle Village NY. See notes 40, 73. (321)

Navy Aviation Supply Office, 700 Robbins Ave., Philadelphia, PA 19111 Tel. 215/697-2584

MC

16--PANEL ASSEMBLY Sol. F02040-82-54865B, response date 11 Dec 81, NSN: 1560-00-442-8800BJ, P/N: 12W494-811 FMC: 087151 Appl to F-111 Acft. 70 each delivered to McClellan AFB by May 31. RFQ to General Dynamics Corp., Ft Worth Div, PO Box 748 Ft Worth TX 76101. See notes 32, 33, 73 and 96.

⊙ 16--GUARD ASSY Sol. F02040-82-56902B, response date 21 Dec 81. NSN: 1560-01-104-6062EJ P/N: 8023521-10 FMC: 022539 Guard Assy, Wiring Harness Sram Pylon Material: QQ-S-[illegible] CR CO/Dacron Cloth NOS1200R5120 ZZ-R-765B Grade 80 Dim OSG in X 6 in X 2.500 in. Quantities of 202 or 228 or 254 ea to be delivered to McClellan AFB. See notes: 32, 44 and 95. (322)

Sacramento ALC, Directorate of Procurement and Production, McClellan AFB, CA 95652

TR

★ 16--BLANKET, ASSEMBLY NSN 1560-00-881-6753, P/N 204-070-[illegible]-1 1 ea. Curtain, Insulated, NSN 1560-00-788-1524, P/N 204-070-901-17, 1 ea. Have been selected on contract DAAJ09-79-G-0001, D.O. 3070 (PJP). This proposed procurement will be from Bell Helicopter Textron, Div. of Textron, Inc, Fort Worth, TX 76101. See notes 27, 33, 40 and 73. Point of contact is Lorraine Mensch, DRSTS-PCJP 314-263-3083. (320)

US Army Troop Support & Aviation Materiel Readiness Command 4300 Goodfellow Blvd., St. Louis, MO 63120

K

★ 16--LEADING EDGE Appl T38A-F5A/B—NSN 1560-00-867-9687XE—Northrop Corporation, Aircraft Division, 1 Northrop Ave., Hawthorne, CA 90250 or Honeycomb Company of America Inc PO Box 13024, 1950 Limbus Ave., Sarasota, FL 33578 P/n 3-31415-3 -- 7½ EACH—RFP F41608-82-R-5373 will be issued for award [illegible] not a current BOA—see notes 27, 33, 40, 73 and 85. (317)

Directorate of Contracting and Manufacturing (SA-ALC/PMDAB), Kelly AFB, TX 78241 Tel. 512/925-7254

16 Aircraft Components and Accessories.

PF

★ 16--BOOSTER, HYDRAULIC NSN 1650 00 784 9993—P/N 374455-3—Qty 5 each—appl to Common Acft—deliveries to Tinker AFB—

For Qualification Procedures, contact PMDM/5341.

★ 16--VALVE, CHARGE NSN 1650-00-838-3653—P/N 238129—Quantity Discount Procedures—261 ea or 392 ea or 522 ea—[illegible] SM-ALC McClellan AFB CA—RFP FD2030-82-50841 issued to [illegible] Inc, Chatsworth, CA 91311.—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33. For Qualification Procedures, contact PMDM/5341.

16--KIT KD 9 NSN 1650 00 956 1814—P/N D110—Qty 33 each—appl to F106A/B Acft—deliveries to McClellan AFB CA—RFP 82-56439—closing date o/a 9 Dec 81. For bid sets contact OC-ALC/PMDAR, Tinker AFB 405/734-3082/7126. See notes 37 and 84.

★ 16--VALVE PLATE NSN 1650 00 926 8125—P/N 343289 [illegible]—Qty 153 each—appl to C135 Acft—deliveries to McClellan AFB CA—RFP 82-36773 issued to Sperry Vickers Aerospace-Marine-Defense Div Sperry Corp, PO Box 10177, Jackson MS 39206. For further info contact Dorothy Verniccan 405/734-4347—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33. For Qualification Procedures, contact PMDM/5341.

★ 16--VALVE NSN 1650 00 889 1235—P/N 1371-579460—Qty 21 each—appl to B52, H/H53C Acft—deliveries to Tinker AFB OK—RFP-82-36760 issued to Parker-Hannifin Corp, Irvine, CA. For further info contact Carol [illegible]/PMZAA 405/734-4347. See notes 26, 27, 33, 40, 73 and 81. Reference Note 33. For Qualification Procedures, contact PMDM/5341.

16--ACTUATOR NSN 1650 00 723 1881—P/N 2-43140-501 Qty 9 each—appl to T301FSE—deliveries to Tinker AFB and Foreign Military Installations—RFP 82-38651/38584 closing date o/a 2 Dec 81. For bid sets contact OC-ALC/PMDAR, Tinker, 405/734-3082/7126. For further info contact OC-ALC/PMZAA, Leonard Enache, Tinker AFB. See notes 3, 44 and 80.

★ 16--ELEMENT FILTER NSN 1650 00 022 1006—P/N MIC3881/2—Qty 3001 each—appl to C130-C5A—deliveries to Tinker AFB—The Element Filter is a Qualified Product, same being covered by Military Spec. MIL-F-83881 and QPL-83881. RFP 82-43088 issued to Purolator Technologies Inc, Newbury Park, CA and/or Aircraft Porous Media Inc, Pinellas Park FL. For further info contact Terry Murray 405/734-4347. See note 9. Reference Note 33. For Qualification Procedures, contact PMDM/5341.

16--BUNDLE ASSEMBLY NSN 1650 00 799 4529FG—P/N 3[illegible]-601—Qty 17 each—appl to B52. H Acft—deliveries to Tinker AFB—RFP FD2030-82-42980 issued o/a 18 Nov 81—closing o/a 18 Dec 81. For bid sets contact OC-ALC/PMDAR, Tinker AFB, 405/734-3082/7126. See notes 37 and 84.

★ 16--KIT KD 9 NSN 1650 00 874 8411—P/N 3965—Qty 28 each—appl to C130 Acft—deliveries to Tinker AFB—RFQ 82-56748 issued to Whittaker Controls, Div of Whittaker Corp, North Hollywood CA 91605. For further info contact Leonard Moorehead, 405/734-4291—See [illegible] 27, 33, 40 and 73. Reference Note 33. for Qualification Procedures, contact PMDM/5341.

★ 16--KIT NSN 1650 00 466 0129—P/N 914425—Qty 91 each—appl to C5A Acft—deliveries to McClellan AFB CA—RFQ 82-38711 issued to Sperry Vickers Aerospace-Marine-Defense Div Sperry Corp PO Box 10177, Jackson MS. For further info contact Reba Burnette, 405/734-4291—See notes 27, 33, 40 and 73. Reference Note 33. For Qualification Procedures, contact PMDM/5341.

★ 16--KIT, VALVE, OVHL NSN 1650 01 053 0480—P/N 10E85-1—Qty 34 each—appl to E3A Acft—deliveries to Tinker AFB—RFQ 82-56637 issued to Midland-Ross Corp, Janitrol Aero Div, 4200 Surface Rd, Columbus, OH 43228. For further info contact Doretta Hill 405/734-4291—See notes 27, 33, 40 and 73. Reference Note 33. For Qualification Procedures, contact PMDM/5341.

SB

16--KIT KC 9 NSN 1650 00 840 7021—P/N 400795—Qty 185 each—appl to C130 Acft—deliveries to Tinker AFB—RFP 82-56788 issued closing date o/a 7 Dec 81. This is a split solicitation, with item 0001AB being a 100% Small Business Set Aside, and item 0002 being source directed to Fairchild Inc, Stratos Div, 1800 Rosecrans Ave., Manhattan Beach, CA 90266. For bid sets contact OC-ALC/PMDAR, Tinker AFB 405/734-3082/7126. For further info contact OC-ALC/PMWAM Doretta Hill/734-4291, Tinker AFB OK 73145. Notes appl to item 0001AB are 3, 37, 44 and 84; notes appl to item 0002 are 27, 33, 40 and 73. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--FITTING ASSY/OXYGEN NSN 1660 00 481 0980—P/N 371-37 and/or 11A47 and/or 4195—Qty 18,811 each—appl to A7A Acft—deliveries to Tinker AFB. The Fitting Assy/Oxygen is a Qualified Product, same being covered by Military Spec. MS21984 and MIL-V-7580B and QPL 7580-10—RFP 82-56966 issued to Scott Aviation Sierra Products Inc, 123 E. Montecito Ave., Sierra Madre CA 91024; Erie Mfg Co, 4000 S. 13th St., Milwaukee WI 53221 and Fluid Power Inc, PO Box 208, Hudson OH 44236. For further info contact Tim Mike/PMZAB 405/734-8027—See notes 8, 27, 33, 35 and 40. Reference Note 33. For Qualification Procedures, contact PMDM/5341.

PF

16--KIT KD 9 NSN 1660 00 116 6320—P/N 580037-5 Qty 92 each—appl to T37 Acft—deliveries to Tinker AFB—RFQ 82-56448 closing date o/a 9 Dec 81. For bid sets contact OC-ALC/PMDAR, Tinker AFB 405/734-3082/7126. For further info contact OC-ALC/Buyer's Symbol (J.T. Butler/PMWAM/405-734-4291), Tinker AFB. See notes 37 and 84.

PF

⊙ 16--KIT KD 9 NSN 1650 00 911 5066—P/N 011-124-01 Qty 318 each—appl to F111 Acft—deliveries to Tinker AFB—RFP 82-56463 closing date o/a 9 Dec 81. For bid sets contact OC-ALC/PMDAR, Tinker AFB, 405/734-3082/7126. For further info contact OC-ALC/Buyer's Symbol (J. Butler/PMWAM/405-734-4291), Tinker AFB. See notes 37, 44 and 84.

⊙ 16--KIT KD 9 NSN 1650 00 924 3221—P/N 77[illegible]06G2 Qty 18 each—appl to Common Acft—deliveries to Tinker AFB—RFP 82-56747 closing date o/a 3 Dec 81. For bid sets contact OC-ALC/PMDAR, Tinker AFB 405-734-3082/7126. For further info contact

EXAMPLE # 3

PART NUMBER 32-30058-6 (LONGERON) REQUESTED BY AVIATION SUPPLY OFFICE. WE FOUND OUT ABOUT THIS REQUIREMENT IN CBD DECEMBER 30, 1981. BECAUSE OF THE HOLIDAYS WE DID NOT RECEIVE UNTIL JANUARY 4 1982. THE ORDER WAS TO BE ISSUED JANUARY 11, 1982. WE SUBMITTED A LETTER QUOTE ON THE 7th OF JANUARY 1982. IT WAS TURNED DOWN BECAUSE IT WAS RECEIVED TOO LATE.

DEPARTMENT OF THE NAVY
AVIATION SUPPLY OFFICE
700 ROBBINS AVENUE
PHILADELPHIA, PA. 19111

IN REPLY REFER TO
PGM5-03:AB:pb
03 Feb 1982

Ontario Air Parts
15055 Whittram Avenue
Fontana, CA 92335

Gentlemen:

This office received your letter regarding order N00383-81-G-1500 - 0379 wherein you advised of the availability of former Government surplus property of the kind covered by such order.

However, your letter was received after release of the order to McDonnell Aircraft Co., St. Louis, MO 63166 and, therefore, was too late for consideration.

Very truly yours,

W. J. JEKOT
Contracting Officer

ASO

NAE

9, 30 ea, issuing order N00383-81-G-1502-0500 on 11 Jan 82 with ell Douglas Corp Long Beach CA, See notes 40, 48.

6--TANK ASSY OIL, NSN 1R 1615-00-056-3050 DH, P/N S6110-6, 131 ea, issuing order N00383-81-G-1503-0808 on 11 Jan 82 with y Aircraft Div Stratford CT, See notes 40, 48.

16--HOUSING GEAR ACTUAT, NSN 1R 1670-00-450-8171 MH, 30849-2, 45 ea, issuing order N00383-81-G-1104-0228 on 11 Jan 82 [illegible] Co of Calif Torrance CA, See notes 40, 48.

16--FLANGE TAIL GEAR B, NSN 1R 1615-00-171-8104 OH, P/N -67007-103, 23 ea, issuing order N00383-81-G-1503-0824 on 11 Jan h Sikorsky Aircraft Div Stratford CT. See notes 40, 48.

16--LONGERON, NSN 1R 1560-00-020-0850 MF, P/N 32-30058-6, issuing order N00383-81-G-1503-0379 on 11 Jan 82 with McDonnell e Corp St Louis MO, See notes 40, 48. (362)

Navy Aviation Supply Office, 700 Robbins Ave., Philadelphia, PA 19111 Tel. 215/697-2594

--TURBINE ENGINE COMPRESSOR, Allison Type C-30R, Part No. 6880550, with exchange of Allison Type C-30 turbine engine compre- -1 each. For delivery f.o.b. Phoenix, Arizona. Solicitation DE-FB65-35575. Offers to be received until January 20, 1982. (362)

U.S. Department of Energy, Western Area Power Administration, Phoenix District Office, P.O. Box 6457, Phoenix, AZ 85005, Attn: A.R. Anderson, Tel: 602/261-4504

ASO

16--ROTOR FAN, NSN 1R 1680-01-064-2096 MF, P/N 740858-2, ea, issuing order N00383-81-G-1103-0430 on 11 Jan. 82 with Hamilton tard Div., Windsor Locks CT. See notes 40, 48. (362)

Navy Aviation Supply Office, 700 Robbins Ave., Philadelphia, PA 19111 Tel. 215/697-2594

ASO

★ 16--BALANCED ASSY, NSN 1R 1615-00-915-7116 OH, P/N S6363-310-046, 62 ea, issuing order N00383-81-G-1503-0872 on 11 Jan 82 with orsky Aircraft Div. Stratford CT, See notes 40, 48. (362)

Navy Aviation Supply Office, 700 Robbins Ave., Philadelphia, PA 19111 Tel. 215/697-2594

★ 16 --STATIC DEFECTS BOX for a Learjet 25 Aircraft. [illegible] be issued on a noncompetitive basis to the International Dynamics Corp, lewood, NJ. Inquiries concerning this procurement should be sent to Mail op 500-309 or call 216/433-4000, Ext, 5673, See note 40. (362)

NASA, Lewis Research Center, Cleveland, OH 44135

7 Aircraft Launching, Landing, and Ground Handling Equipment.

NAE

17--ENERGY ABSORBER to be IAW NAEC drawing 613492-1, NSN 5RM1710-00-058-8383, qty 8 each, requires MIL-I-45208 inspection system and material for catapult and arresting gear. Strict attention to close machining clearances, hydrostatic, magnetic particle & penetrant inspection and heat-treat & welding mfg. processes. Sol. N68335-82-B-0111. See notes 32 and 56. Opening date 04 Feb 82.

⊙ 17--BRACKET Panel to be IAW NAEC Drawing 6132175-1, NSN 5RM1720-00-408-2901, 15 each, requires MIL-I-45208 inspection system and material for catapult and arresting gear. SStrict attention to close machining tolerances. See notes 42 and 56. Sol. N68335-82-B-0205. Opening date 05 Feb 82. (362)

Purchase Division, Naval Air Engineering Center, Lakehurst, NJ 08733

ASO

⊙ 17--UNION RUPTURE/DISC, Used on the various acft, NSN 1730-00-972-9420 SX, Linde P/N 1880-9C12, quantities ranging from a minimum of 11 ea to a maximum of 31 ea, east/west coast destination, SBSA IFB N00383-82-B-0163, bid opening date 28 Jan. 82.

⊙ 17--FIXTURE ASSEMBLY, Used on the center leading edge flap of the F-4 Acft, NSN 6RX 1730-00-766-0185 MF, McDonnell Douglas Corp, P/N MD E32494-3, quantities ranging from a minimum of 06 ea to a maximum of 16 ea, East/West coast destination, SBSA IFB N00383-82-B-0164, bid opening date 28 Jan. 82. (362)

Navy Aviation Supply Office, 700 Robbins Ave., Philadelphia, PA 19111 Tel. 215/697-2594

NAE

⊙ 17--PLATE, CAM ADVANCE, IAW NAEC drawing 617840-2, 42 ea, national stock number 5RM 1710-00-430-9988, FSCM 80020, delivery to [illegible]

⊙ 17--TRANSFORMER ASSEMBLY to be in accordance with NAEC drawing 611606-2, 267 each NSN 5RM5950-00-[illegible]-8243 for various destinations. [illegible] is required for the visual landing aid and is therefore critical and will require inspection system MIL-I-45208, hi-shock test required. See notes 42 and 56. Solicitation N68335-82-B-0422. Opening date is 82 Feb 08. (362)

Purchase Division, Naval Air Engineering Center, Lakehurst, NJ 08733, 202/323-2080

20 Ship and Marine Equipment.

⊙ 20--BERTH BOTTOM, canvas, dwg 53308-634519 except as modified or amplified in IFB, NSN 1H 2090-00-389-4564 (WMM) delivery to various destinations—1580 ea—IFB-N00104-81-B-2045—bid opening 29 Jan 82. See notes 8, 42 & 64.

⊙ 20--HATCH, MARINE, DWG 805-1624073 except as modified or amplified in IFB, NSN 1H 2040-00-554-4880 (WMM) destination to be furnished—13 ea—IFB-N00104-81-B-2061—Bid opening 29 Jan 82; See notes 8, 42 & 64. (358)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

⊙ 20--RACK, BOOK Dwg Bureau of Ships 505-1748061 except as modified or amplified in IFB, NSN 1H 2090-00-264-4859 (WMM) Delivery to various destinations—1978 ea—IFB N00104-81-B-2053—Bid opening 3 Feb 82. See notes 8, 44 and 64.

⊙ 20--LOCKER, STOWAGE Spec MIL-F-902 except as modified or amplified in IFB NSN 1H 2090-00-115-6146 (WMM) delivery to various destinations—383 ea—IFB N00104-81-B-2068—Bid opening 3 Feb 82. See notes 8, 42 and 64. (358)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

★ 20--SHOE, THRUST, P/N 6-2681-5, NSN 1H 2010-00-448-7872, 891 ea issuing order N00104-81-G-0014-8023 on 8 Jan 82 with Kingsbury Inc, 10385 Drummond Rd, Philadelphia, PA 19154. See notes 27, 40 & 48.

★ 20--SLEEVE, DIVING PLANE, P/N 87HS10509-0003, NSN 1H 2040-01-035-8808, 1 ea, issuing order N00104-81-G-0017-3352 on 29 Dec 81 with General Dynamics Corp, Electric Boat Div, 4 Eastern Point Rd, Groton, CT 06340. See notes 27, 40 & 48. (358)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

25 Vehicular Equipment Components.

25--TRANSMISSION APPL TO FORKLIFT Model H.100CAF-48, NSN 2520 00 261 2190—8 ea. Solic 2-58479, Buyer: Jack McKeon/PMWVB/912 926 2768. Negotiation will be conducted with Hyster Co Portland OR, Closing date 20 Jan 82. See notes 27 and 33. (362)

Contract Administrative Support Br., Warner Robins ALC/PPDAR, Bldg 300, Robins AFB, GA 31098, Tel 912/926-5650

25--FINAL DRIVE ASSEMBLY NSN 2520-00-438-9020. 12 each. Delivery to MCLB Albany, RFP M67004-82-R-0070 to be issued about 23 Dec 1981 with a 30-day closing time. Request for solicitation package must be in writing. Mark to Attn: Code 920. (362)

Contracts Division, P.O. Drawer 18, Mar Cor Log Base, Albany, GA 31704, Attn: Joan Knowles, 912/439-5773

28 Engines, Turbines, and Components.

ASO

★ 28--MANIFOLD AIR SUPPLY, NSN 1R 2840-00-737-8670 EN, P/N 641942, 45 ea, issuing order N00383-81-G-1107-0459 on 11 Jan 82 with Pratt and Whitney Aircraft Group West Palm Beach FL. See notes 40, 48.

★ 28--TEE OIL TANK, NSN 1R 2840-00-072-7303 EN, P/N 501440, 237 ea, issuing order N00383-81-G-1107-0458 on 11 Jan. 82 with Pratt and Whitney Aircraft Group West Palm Beach FL. See notes 40, 48.

★ 28--SHIELD HEAT TURBINE, NSN 1R 2840-01-063-7589 EN, P/N 2186300, 1580 ea, Issuing Order N00383-81-G-1107-0450 on 11 Jan. 82 with Pratt and Whitney Aircraft Group West Palm Beach FL. See notes 40, 48.

★ 28--COMPRESSOR STATOR A, NSN 1R 2840-00-833-2683 EN, P/N 487878, 19 ea, issuing order N00383-81-G-1107-0453 on 11 Jan. 82 with Pratt and Whitney Aircraft Group West Palm Beach FL. See notes 40, 48. (362)

Navy Aviation Supply Office, 700 Robbins Ave., Philadelphia, PA 19111 Tel. 215/697-2594

28--SUPRESSOR, SHAFT .CU, Mfgd by G E Erie PA, P/N 44X243706G01. NSN 1H 0000-LL-H02-8278 (WMM) delivery to Norfolk VA—16 ea—RFP-N00104-81-R-6652—RFP Due date 3 Feb 82. See notes 24, 26 & 81.

28--CORRECTION: IDLER, GOVERNOR, turb. P/N 4416A58. NSN 1H 2825-00-066-5736 (WMM) deliveries to San Diego CA—23 ea—RFP-N00104-81-R-0494 in lieu of RFP-N00104-81-R-8494—RFP due date 29 Jan 82. See notes 24, 26 & 81. (362)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

★ 28--VALVE, GOVERNOR, P/N 916713, NSN 1H 2825-01-082-8272, 32 ea, issuing order N00104-81-G-0011-0065 on 6 Jan 82 with Terry Corp, PO Box 350, New London, CT 06320. See notes 27, 40 & 48. (358)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

29 Engine Accessories.

ASO

★ 29--COUPLING FUEL PUMP, NSN 1R 2915-01-118-8507 HQ, P/N 3006767, 180 ea, issuing order N00383-80-G-0104-0334 on 11 Jan. 82 with Sundstrand Aviation Rockford IL. See notes 40, 48.

★ 29--STARTER SOLENOID VALVE, NSN [illegible] 2915-00-107-[illegible] 35 ea, issuing order N00383-80-G-0808-0092 on 11 [illegible] Corp. Utica, NY. See notes 40, 48.

★ 29--WEIGHT ASSY SPEED, NSN 1R 2915-00-879-6278 PQ, P/N 2838036, 584 ea, issuing order N00383-81-G-1903-0074 on 11 Jan. 82 with Bendix Corp. South Bend, IN. See notes 40, 48.

★ 29--BIPOD MOUNT ENGINE, NSN 1R 2995-050-0823 AH, P/N 209-062-102-3, 17 ea, issuing order DAAJ09-79-G-0001-GR[illegible] on 11 Jan 82 with Bell Helicopter Textron Fort Worth TX, see notes 40, 48.

★ 29--CAMSHAFT ASSEMBLY, NSN 2915-01-043-2572 PQ, P/N 2951058, 89ea, issuing order N00383-81-G-1903-0678 on 11 Jan 82 with Bendix Corp South Bend In, see notes 40, 48.

★ 29--CHANNEL MODULE, NSN 1R 2925-01-004-1588 SN, P/N 7018M64G03, 270 ea, issuingorder F34601-79-G-0213-GBHX on 11 Jan 82 with General Electric Co Lynn MA, see notes 40, 48. (362)

Navy Aviation Supply Office, 700 Robbins Ave., Philadelphia, PA 19111 Tel. 215/697-2594

F

★ 29--MAIN SPRAYBAR, APPL J85-5-13 ENGINE NSN 2915-00-928-9116RX General Electric Supply Co, Support Services Operation, 401 East Hunting Park Avenue, Philadelphia PA 19124 P/N 37D401750P104 or Delavan Corp, 811 Fourth Street, West Des Moines IA 50265 P/N 19753 — 436 each, PR FD2050-82-71527, Due date 15 Jan. 82. See notes 27, 33, 40, 73 and 95.

★ 29--KIT K02, APPL T37 ACFT NSN 2915-00-125-[illegible] Lear Siegler Inc, Romec Division, 241 South Abbe Road, Elyria OH 44035 P/N RA22737, 473 each PR FD2060-82-76027. Due date 18 Jan. 82. See notes 27, 33, 40, 73 and 95. (362)

Directorate of Contracting and Manufacturing (SA-ALC/PMDAB), Kelly AFB, TX 78241 Tel. 512/925-7354

29--VALVE, FUEL DRAIN, NSN 2915-00-936-8552. IAW Beech Aircraft Corp Source Control Drawing 50-92[illegible]120-97—Approved sources are Midland Ross Corp—38 each—Deliveries to New Cumberland, PA. RFP DAAJ09-82-R-A548(PCE)—Proposal closes on or about 31 Jan 81. Only approved sources are solicited and qualification can be time consuming—See notes 26, 27, 33, 56 and 81. Point of contact is Helen Lester, 314-263-2552. (358)

US Army Troop Support & Aviation Materiel Readiness Command, 4300 Goodfellow Blvd., St. Louis, MO 63120

H

★ 29--COCK POPPET DRAIN, NSN 2915-00-738-5540BF, P/N 60113-5, Basic Qty 380 each. Alternate Qty "A" 414 each, Alternate Qty "B" 442 each. Appl to F-4 Aircraft. Deliveries to Hill AFB. RFP FD2020-82-55585 will be issued to Allen Aircraft Products Inc. Ravenna OH 44266. See notes 27, 33, 40, 73. (367)

Directorate of Contracting & Manufacturing (PMDAB), Ogden ALC, Hill AFB, UT 84056, Tel 801/777-5488

NRC

29--INTAKE TURBINE SILENCER One each. P/N E-7229-382-218, to be purchased on a sole source basis from Acoustics Company, 1163 Commerce Ave., Bronx NY 10462, the manufacturer—Deliver to Long Beach CA—Schedule No. N00123-82-0454—Code C08-20C. (362)

Bid Desk, Naval Regional Contracting Office, Bldg. 53, Terminal Island, Long Beach, CA 90822, 213/547-6410

29--GOLDEN ANDERSON INDUSTRIES INC. Deliver to Long Beach, CA—Estimated closing date for competitive RFP 28 Jan 82—Schedule No. N00123-82-R-0016—Code C08-22—See note 46. (362)

Bid Desk, Naval Regional Contracting Office, Bldg. 53, Terminal Island, Long Beach, CA 90822, 213/547-6410

30 Mechanical Power Transmission Equipment.

ASO

[illegible]

EXAMPLE # 4

PART NUMBER 3149-1A (WARNING SWITCH), REQUESTED BY AVIATION SUPPLY OFFICE. WE FOUND OUT ABOUT THIS REQUIREMENT IN CBD JANUARY 6, 1982. WITH 12 DAYS TO GET A QUOTE IN AND ALLOW FOR MAIL TIME WE ARE UNABLE TO RESEARCH THE PART TO INSURE THAT WE CAN SUPPLY AN ITEM COMPARABLE TO THE ORIGINAL MANUFACTURER. AFTER EVALUATION TO INSURE THAT WE COULD SUPPLY THE PARTS IN CERTIFIED CONDITION OUR LETTER WAS SUBMITTED JANUARY 19, 1982. THE BID CLOSED JANUARY 18, 1982

#4

DEPARTMENT OF THE NAVY
AVIATION SUPPLY OFFICE
700 ROBBINS AVENUE
PHILADELPHIA, PA. 19111

IN REPLY REFER TO
PGM9-5:FR:at
27 JAN 1982

Ontario Air Parts
15055 Whittram Avenue
Fontana, CA 92335

Gentlemen:

This is in response to your letter of 19 January 1982 referencing order N00383-80-G-0917-0518 where in you expressed a desire to submit a proposal against the requirements called out under said order, to whit:

NSN 5930-00-010-1403
P/N 3149-1A Warning Switch
Quantity 89 Each

Please be advised that this order was issued 18 Jan 1982, and unfortunately, this was one day prior to the date of your letter. Consequently, we regret to say that we could not consider a proposal from you now against order N00383-80-G-0917-0518.

Your interest in the Navy's' procurement is appreciated.

Sincerely yours,

Proko

J. PROKO

P/N 3149-1A

3149-1A

PARTS KIT COLLINS RADIO P/N 549 3178 000; NSN 5821 00 97, increment quantities, RFP DLA900-82-R-2018-Q. Due date is 08 See notes 26 and 53.

LIGHTED INDICATOR PANEL Collins Radio P/N 764 0000 001; 01 01 020 3033, increment quantities, RFP DLA900-82-R-2021-Q. e is 08 Feb 82. See notes 26 and 53. (366)

efense Electronics Supply Center, Attn: DESC/PGCA, Dayton, H 45444

ASO

8--CIRCUIT CARD ASSY, used on the CK[illegible] of the [illegible] Act, E 5831-01-080-7388, Instrument Systems Corp P/N 270-8114-14, 80 tation to be forwarded, RFP N00383-82-R-1140, RFP due date [illegible], request for proposal has been issued to Instrument Systems Corp ton NY. See notes 40, 73. (364)

avy Aviation Supply Office, 700 Robbins Ave., Philadelphia, A 19111 Tel. 215/697-3584

8--AN/SSQ-53B SONOBUOY, First Article Samples and Associated ollocation limited to Rockwell International, potential planned producer of meeting delivery require. 1996 each RFP N00163-82-R-0464--Ap ate opening date 12 Jan 82--See notes 40, 76 & 81. (004)

aval Avionics Center, 21st Street and Arlington Avenue, Indianapolis, IN Att: W. Case Tel. 317-353-7607

58--ELECTRONIC MODULE P/N 3933521 except as amplified or d in IFB, NSN 3H 5840-01-057-0878 deliveries to various destinations IFB-N00104-81-B-1535--Bid opening 8 Feb 82. See notes 8, 43 & 84.

avy Ships Parts Control Center, Mechanicsburg, PA 17055

58--CIRCUIT CARD ASSEMBLY P/N 114-070 except as modified lied in RFP, NSN 7G 5845-LL-M01-719 (WMAA) deliveries to various ations--1 ea. RFP-N00104-82-R-YU20. Bid opening 08 Jan. See notes & 42. (005)

avy Ships Parts Control Center, Mechanicsburg, PA 17055

58--VARIOUS COMMUNICATION EQUIPMENTS--RFP N00039-82-[illegible]--Negotiations conducted with Data Products New England, Wallingford CT--Closing date o/a 11 Jan 82--See note 46. (006)

Commander, Naval Electronic Systems Command Washington, DC 20360

59 Electrical and Electronic Equipment Components.

59--CABLE ASSY, SPECIAL, NSN 5995-01-078-6480, P/N 1275-[illegible] 99 ea Cable assy, radio, NSN 5995-01-080-1284, P/N 1274A191, 49 ea assy, radio, NSN 5995-01-078-6505, P/N 1275A48-4, 54 ea Power [illegible], NSN 5995-01-078-4303, P/N 81100763, 23 ea Alarm assy, NSN [illegible]-01-080-0850, P/N 1275A123, 0 ea all part of the countermeasures set, [illegible]LQ20, with Fairchild Weston Systems, Inc. RFQ DAAB07-82-Q-A374 will [illegible] issued o/a 12 Jan 82 closing o/a 2 Feb 82. Procurement will be against No. F34601-80-G-2724. See notes 40, 46 and 73. Respond DRSEL-PC-[illegible]3 (Bobbie Kantor), 201-532-5801.

59--ELECTRIC CORD ASSEMBLY, NSN 5995-010052-3756. Proposed award is in the process of being made to Dynatech Data Systems. Quantity 260 each. Interested subcontractors may contact Dynatech Data Systems, 7644 Dynatech Court, Springfield, VA 22150. (004)

U.S. Army Communications - Electronics Command, Fort Monmouth NJ 07703

ASO

59--SPARE PARTS, P/N 2800315-1, 15 ea, insulator plate, national stock number to be assigned, P/N 2800316-1, 15 ea, Shim, national stock number to be assigned, P/N 2800317-1, 10 ea, Spring Helical Comp, national stock number to be assigned, P/N 2800319-1, 20 ea, clamp loop, national stock number to be assigned, P/N 2800320-1, 00 ea, issuing order N00383-[illegible]-0017-0012 on 15 Jan. 82 with Bendix Corp. Teterboro, NJ. See notes 46.

59--SWITCH ASSEMBLY PRE SHELF LIFE 7-8D, NSN 1R 5930-10-1483 MH, P/N 3149-1A, 86 ea, issuing order N00383-80-G-0017-[illegible] on 15 Jan. 82 with Bendix Corp, Teterboro NJ. See notes 40, 46. (365)

Navy Aviation Supply Office, 700 Robbins Ave., Philadelphia, PA 19111 Tel. 215/697-2884

VH

59--TRANSISTOR, NSN 5961003494940AH, P/N 7903673-01--002 deliveries to Hill AFB--PR FD2020-82-56231--will be issued to Sperry [illegible], Univac Defense Div., St. Paul, MN. See notes 27, 33, 40 and 73.

59--TRANSFORMER POWER, NSN 5950000050181AH, P/N 12870-[illegible]--10 ea--deliveries to Hill AFB UT. This notice is for Forward Pricing [illegible]

59--CONNECTOR, JAM-NUT RECEPTACLE, per MIL-C-26482G, Series 1, Cannon part number KPT07A18-32S special using 031-3245-001 contact or equal, 125 each. Connector, jam-nut receptacle, per MIL-C-26482G, Series 1, Cannon part number KPT07A18-26S special using 031-3245-001 Contact or equal-125 each. Critical specifications are outlined in the solicitation. IFB N66001-82-B-0161/ZM. Bid opening 2-11-82. (004)

Commander, Naval Ocean Systems Center, San Diego, CA 92152 Attn: Zoe Moody, Code 4222, Tel. 714/225-2231

59--AN/BRA-8C BUOY SHELL HARDWARE SETS AND FLOATING WIRE COMPONENT SETS 20 ea. Items to be manufactured in accordance with drawings included as a part of the solicitation package. Limited number of solicitation packages available. RFP-N00140-82-R-3724. Closing date approx. 01 Mar 82. (004)

Naval Regional Contracting Office, U.S. Naval Base, Philadelphia, PA 19112

59--CONNECTOR per dwg. SM-D-415004, Rev. G. PN:SM-D-415004-1. May be Bendix PN: 71-42122-100 or equal, if conforming to dwg. (210 ea) Destination: Unicor, Federal Prison Industries, Oxford, WI, 53952 Bid/quotation number: 134-4770-2 Bid opening date: 22 Jan 82 For info Ron Hedrich, Contracting Officer (608)584-5511 Ext. 412 (005)

Unicor Federal Prison Industries, Inc. Federal Correctional Institution Oxford, WI 53952

59--CAPACITORS, NSN 5910-00-114-0778, M 39006/20-1003 IAW MIL-C-39006/20, 500 ea; NSN 5910-01-029-1426, M 39003/1-3002, IAW MIL-C-39003/1, 1500 ea; NSN 5910-00-154-0647, M39003/1-3032, IAW MIL-C-39003/1, 1500 each. IFB N66001-82-B-0148 Bid opens 29 Jan 82. (005)

Commander, Naval Ocean Systems Center, San Diego, CA 92152 Attn: P. Carter, Code 4222, Tel. (714) 225-6601

59--POWER RECTIFIER 2 ea power rectifiers IAW specs, terms, and conditions. Desired delivery sixty (60) calendar days, required delivery ninety (90) calendar days F.O.B. Sand Island, Honolulu, HI, 2 ea. DTCG34-82-B-00013. Opens 2 Feb 82. No telephone requests accepted. See note 64. (365)

Commander, 14th Coast Guard District, Prince Kalanianaole Federal Bldg, 300 Ala Moana, 9th Floor, Honolulu HI 96850

59--ELECTRON TUBE NSN 5960-01-111-3141--APN 8175281--Contract quantity--2004 each--Destinations to be furnished--IFB DAAH01-82-B-0153--Bid opening o/a 22 Mar 82, request for solicitation package should be forwarded to: Attn: DRSMI-IAS. See notes 64, 80, 8, 16, 36. (365)

U.S. Army Missile Command, Directorate of Procurement and Production, Redstone Arsenal, AL 35898

59--CORRECTION: Cable Assembly, special purpose, electrical--IFB DLA400-82-B-1832--Opening date changed to 04 Feb 82.

59--CORRECTION: Brush--IFB DLA400-82-B-1818--Opening date changed to 08 Feb 82. (004)

Defense General Supply Center, Richmond, VA 23297, Tel: 804/275-3380

Ⓖ 59--RESOLVER GEAR TRAIN P/N 02-2641 except as modified or amplified in RFP, NSN 2H 5985-00-083-9766 (WMAA) Deliveries to various destinations 24 ea--RFP N00104-82-R-YU07--Bid opening 05 Feb 82. See notes 24, 28 and 43. (365)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

Ⓖ 59--SOLENOID ASSEMBLY, P/N 300-40681 or 40021-13 except as modified or amplified in RFP, NSN 1H 5945-01-045-1834 CP (WMAA) deliveries to various destinations--156 ea--RFP-N00104-81-R-5430 bid opening 6 Feb 82. See notes 24, 28 & 43. (365)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

59--CABLE, OPN: 10106197; UNICOR Stock #EC-991, Quantity: 99,520 FT--Certificate of Compliance Required--F.O.B.: Destination (Unless otherwise stated)--INFORMAL BID NO. 42-PI-722.--Opens: 2 Feb 82. (365)

UNICOR, Electronic Cable Factory, United States Penitentiary, Lompoc, CA 93436

Ⓖ 59--TRANSFORMER SATURAB P/N 8E09081-001 except as modified or amplified in RFP, NSN 1H 5950-00-827-1477 deliveries to various destinations--22 ea--RFP-N00104-82-R-2A20--Bid opening 5 Feb 82. See notes 24, 42 & 73. (364)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

61 Electric Wire, and Power and Distribution Equipment.

61--WIRE, ELECTRICAL NSN 6145-00-299-6100--Spec QQ-W-343C 8 AWG TYS--60,000 ft--Deliveries to NSC Norfolk VA., NSC Oakland CA and Def Dep Mechanicsburg PA--S/O DLA500-82-B-1366--Bid opening date 4 FEb 82--For tech info J. Kilgman, 215/697-2736--See notes 4 and 55. (004)

Defense Industrial Supply Center, 700 Robbins Ave., Philadelphia, PA 19111, Tel 215/697-3899

61--CABLE, TELEPHONE--NSN 6145-00-577-8070--Spec REA PE-35--30,000 ft. Deliveries to Tinker AFB, OK, Def Dep Mechanicsburg, PA, and Def Dep Memphis, TN--S/O DLA500-82-B-1363--Bid opening date 3 Feb 1982. For techn. l info M. Sweeny 215-697-2403. See notes 4 and 55.

61--WIRE, ELECTRICAL--NSN 6145-00-938-4946--Spec J-C-30A--310,000 ft. Deliveries to NSC Norfolk, VA., and NSC Oakland, CA and Def Dep Tracy, CA. S/O DLA500-82-B-1365--Bid opening date 3 Feb 1982--For technical info E. Claran, 215-697-3423--See notes 4 and 55.

61--CABLE, TELEPHONE--NSN 6145-01-023-4222--Spec Essex P/N 280-24ASPIC-F or equal--10,000 ft. Deliveries to Tinker AFB, OK. S/O DLA500-82-B-1347--Bid opening date 3 Feb 1982--For technical info A. Ruscus 215-697-3821. See notes 73 and 55. (004)

Defense Industrial Supply Center, 700 Robbins Ave., Philadelphia, PA 19111, Tel 215/697-3899

Ⓖ 61--BATTERY DRY P/N 2433000REVF except as modified or amplified in RFP, NSN 1H 6135-00-188-3722 (WMAA) Deliveries to various destinations--108 ea--RFP N00104-81-R-0566--Bid opening 5 Feb 82. See notes 24, 28 and 44.

Ⓖ 61--PRINTED CIRCUIT P/N 4587E0010PC5 except as modified or amplified in RFP, NSN 7H 6110-00-133-1302 (WMAA) Deliveries to various destinations--26 ea--RFP N00104-81-R-1085--Bid opening 08 Feb 82. See notes 24, 28 and 42. (365)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

Ⓖ 61--PANEL POWER DISTRIB, P/N 401-4083095-31 except as modified or amplified in RFP, NSN 1H 6110-01-082-2583 (WMAA) deliveries to various destinations--1 ea--RFP-N00104-82-R-2A18--bid opening 8 Feb 82. See notes 24, 42 & 73.

Ⓖ 61--CHARGER BATTERY spec 24T10RC except as modified or amplified in RFP, NSN 1H 6130-00-448-4373 (WMAA) deliveries to various destinations--33 ea--RFP-N00104-81-R-0618--Bid opening 8 Feb 82. See notes 24, 28 & 42. (365)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

61--CABLE SUPR-43--IAW MIL-C-915E--This is a QPL item--continuous lengths of 680 feet and 1080 feet--Deliver to Long Beach, CA--Estimated opening date for IFB 26 Jan 82. Schedule No. N00123-82-0580--Code CDB-327--See notes 8, 44, 50, 36. (365)

Bid Desk, Naval Regional Contracting Office, Bldg 53, Terminal Island, Long Beach CA 90822

61--CORRECTION: Stator Generator--RFP DLA400-82-R-0783-0001--Closing date extended to 28 Jan 82.

61--CORRECTION: Battery Assembly--RFP DLA400-82-R-0808-0001--Quantity increased to 134 ea. (004)

Defense General Supply Center, Richmond, VA 23297, Tel: 804/275-3380

Ⓖ 61--MOTOR TACHOMETER, P/N 229-0298-00REVF except as modified or amplified in RFP, NSN 1H 6105-00-880-7799 (WMAA) deliveries to various destinations, 211 ea. RFP-N00104-82-R-YS27. Bid opening 02 Feb. 8. See notes 24, 28, & 43. (005)

Navy Ships Parts Control Center, Mechanicsburg, PA 17055

62 Lighting Fixtures and Lamps.

★ 62--LIGHT, LANDING, AIRCRAFT NS 6220-01-045-0248, Midland-Ross Corp Grimes Div P/N 50-0083-1--48 ea--Destns Tracy CA and Memphis, TN--RFP DLA400-82-R-2291--RFP due date 13 Jan 82--Inquiries to Mrs. Riley, 804/275-3041. Negotiation with Grimes Mfg. Co. under Basic Ordering Agreement No. DLA400-81-G-1083. See note 46.

★ 62--LENS, LIGHT NSN 6220-00-557-3323, Midland-Ross Corp Grimes Div P/N G-8122-1--88 ea--Destns Tracy CA and Memphis, TN--RFP DLA400-82-R-2280--RFP due date 13 Jan 82--Inquiries to Mrs. Riley, 804/275-3041. Negotiation with Grimes Mfg. Co. under Basic Ordering Agreement No. DLA400-81-G-1083. See note 46.

★ 62--LIGHT, NAVIGATIONAL, AIRCRAFT NSN 6220-00-570-7254, Midland-Ross Corp Grimes Div P/N 30-0060-5--990 ea--Destns various--

EXAMPLE # 5

PART NUMBER 695526-3 (VALVE) REQUESTED BY TINKER AIR FORCE BASE. WE FOUND REQUEST IN A PRIVATE BIDDING SERVICE LIST DATED NOVEMBER 17, 1981 SHOWING A CLOSING DATE OF DECEMBER 18, 1981. IT LATER SHOWED UP IN CBD NOVEMBER 20, 1981 WITH A CLOSING DATE OF NOVEMBER 27, 1981.

HAD I NOT HAD PREVIOUS INFORMATION I WOULD NOT HAVE BOTHERED WITH THIS SINCE CLOSING DATE WAS 3 DAYS AFTER I RECEIVED MY CBD. AS IT WAS THE OTHER COVERAGE MADE IT SO WE COULD RESEARCH AND PUT IN A TIMELY QUOTE ON THE ITEM.

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                                              PAGE OC   2                   11/17/81
ITEM  DESCRIPTION          ORIGINAL MFGRS PART NO QUANTITY    LATEST PRICE            BUYER               BID DUE
      APPLICATION          NATIONAL STOCK NUMBER  DELIVERY    CONTRACTOR      STATE   SOLICITATION        P/R NO.

  13  PANEL,TRAILING ED    [illegible]            15          STOCK LIST PRICE        DUIDA BEESON         02DEC
      HONEYCOMB            BOEING-WICHITA                        1,605.31             PMWAM  5485         ORIGIN
OSR   B-52 STRATO FORT     4-4042-27              JUL MAR 82                                             2-43056
                           BOEING-SEATTLE
                           1560 00 790 5902 FG

**14  SKIN,AIRCRAFT        25-2377-112            86          JAN  1978      98       JACKIE NAUS          11DEC
                           BOEING-SEATTLE                     AT         46.00        PMWAM  5485         ORIGIN
      B-52 STRATO FORT     25-2377-11             JUN 82      H & R PARTS CO  KS                         2-43145
                           BOEING-WICHITA
                           1560 00 792 7128 FG

  15  PANEL ASSEMBLY,      [illegible]            1AA 2       FEB  1980       2       BUDDY BURRIS         14DEC
      HONEYCOMB            BOEING-WICHITA         1AB 1LOT    AT     2,700.00         PMWAM  5485         ORIGIN
OSR   B-52 STRATO FORT     1560 00 874 6325 FG    NOV 82      HONEYCOMB CO    FL                         2-43074

**16  PADDING,WINDSHIE     9-67630-3              105         FEB  1979     132       THEODORA OWEN        18DEC
      RIGHTS GUARD DAT     BOEING-SEATTLE                     AT        30.20         PMWCA  5402          DEST
RG    C135 STRATOLIFTER    1560 00 891 6346 FL    JAN 82      LES MACHINE CO  KS                         2-29377

  17  REGULATOR R/M        153720-2               9                                   NATOMA HUFFMAN       18DEC
   *                                                                                  PMZAA  4415         ORIGIN
OSR                        1560 01 085 7712       NOV 82                                                 2-39585

  18  LAP ASSEMBLY,CYL     [illegible]            23          NOV  1977      10       LEONARD ENOCHS       24NOV
   *                       MCDONNELL-DOUG                     AT       350.85         PMZAA  4347         ORIGIN
TWX                        1650 00 138 3336       JAN82 APR83 MCDONNEL-DOUG   CA                         2-57046

  19  VALVE,LINEAR,DIR     [illegible]            24          MAY  1980       2       NATOMA HUFFMAN       18DEC
   *                       LOCKHEED ACFT                      AT     1,280.00         PMZAA  4415         ORIGIN
OSR   C130                 47560                  JUN 83      D.MOODY & CO    OK                         2-39611
                           STERER ENGR
                           1650 00 208 9693

  20  VALVE,LINEAR,DIR     695547-1               1AA 1       JUNE 1980       4       NATOMA HUFFMAN       10DEC
   *                       LOCKHEED ACFT          1AB 10      AT     1,777.00         PMZAA  4415         ORIGIN
OSR                        47620                  AUG 83      STERER ENGR     CA                         2-39813
                           STERER ENGR
                           1650 00 208 9709

  21  SERVOVALVE,HYDRAU    50100-35               12          STOCK LIST PRICE        PAUL ELDER           14DEC
   *                       NUCLEAR VALVE                          882.70              PMZAA  4347         ORIGIN
TWX                        50100-47               DEC 82                                                 2-39703
                           NUCLEAR VALVE
                           1650 00 401 2858

  22  COVER,SHAFT,SERVO    30075                  234         JAN  1977     191       PAUL ELDER           04DEC
   *                       NUCLEAR VALVE                      AT         3.12         PMZAA  4347         ORIGIN
TWX                        1650 00 443 3225       JUN 82      NUCLEAR VALVE   CA                         2-00681

  23  EXTENSION UNIT,H     2017753-1AC            19          MAY  1978      35       LEONARD ENOCHS       23NOV
   *                       LITTON FASTENIN                    AT       258.00         PMZAA  4347         ORIGIN
TWX                        215-72301-5            FEB APR 82  LITTON FASTENIN CA                         2-57008
                           VOUGHT
                           1650 00 477 4301

  24  COVER,JUNCTION BO    [illegible]            37          STOCK LIST PRICE        PAUL ELDER           04DEC
   *                       GE-WEST LYNN                            5.59               PMZAA  4347         ORIGIN
      B52                  1650 00 590 9604       FEB AUG 82                                             2-56941

  25  VALVE,LINEAR,DIRE    695762-3               1AA 1       JULY 1977      13       NATOMA HUFFMAN       18DEC
   *                       LOCKHEED ACFT          1AB 3       AT     4,485.00         PMZAA  4415         ORIGIN
OSR   C130                 49740                  1AC 1       STERER ENGR     CA                         2-39754
                           STERER ENGR            1AD 1
                           1650 00 612 2696       MAR 83

  26  CYLINDER ASSEMBL     S6167-64231-2          20          JULY 1980      21       CAROL KLEIN          18DEC
   *                       SIKORSKY ACFT                      AT     1,004.00         PMZAA  4415         ORIGIN
OSR                        1650 00 726 7427       45DAY DEC84 SIKORSKY ACFT   CT                         2-39468
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★ 16--CYLINDER ACTUATING NSN 1650 00 978 0183—P/N [illegible]—Quantities Solicited—73 ea REQ, 31 [illegible] (minimum qty), 110 ea (maximum qty), 16 ea (minimum order qty)—applicable to C135 Acft—deliveries to McClellan AFB CA—RFP 82-57014 closing o/a 18 Dec 81. RFP issued to The Boeing Co, Seattle WA; SVR Inc, Rockford IL; [illegible], Redmond [illegible]; Perez Machine Works, Compton CA and/or [illegible] Co, Gardena CA. e notes 3, 44 and 80. Reference Note 33, For Qualification Procedures, ntact PMDM/5341.

★ 16--RESERVOIR—NSN 1650 01 030 4804—P/N 2720514-8—Qty each—applicable to F16 Acft—deliveries to Tinker AFB—RFP 82-30765. bid sets contact OC-ALC/PMDAR, Tinker AFB, Tel. 405-734-3082/7126. ntact OC-ALC/PMZAA, (Carol Klein, 4347), Tinker AFB. See notes 26, 27, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact DM/5341.

★ 16--WOBLER ASSY, MOTOR—NSN 1650 00 807 1640—P/N [illegible]—Qty 7 each—applicable to C135B & WB57F Acft—deliveries to Tinker AFB—RFP 82-30807 issued to Sundstrand Aviation, Rockford IL. Con Sandy Freany/PMZAA at 405/734-4415. See notes 26, 27, 33, 40, 73 d 81. Reference Note 33, For Qualification Procedures, contact DM/5341.

★ 16--FITTING ASSEMBLY—NSN 1660 00 132 2004—P/N [illegible]—Qty 71 each—applicable to TF15A aircraft—deliveries to Tinker AFB—RFP 82-30702 issued to National Waterlift Co, Div of Pneumo Dynamics Corp, lamazoo MI. Contact Dorothy Vasiliceas/PMZAA at 405/734-4347.—See tes 26, 27, 33, 40, 73 and 80. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--SELECTOR SET HYDRAU—NSN 1650 00 904 0053—P/N /112118/3—Quantity Discount Procedures—18 ea or 25 ea or 32 ea—deliver to McClellan AFB CA—RFP 82-58000 issued to The Boeing Co, PO x 3999, Seattle WA 98124 and Boeing Military Airplane Co, A Div of The Boeing Co, 3801 So Oliver, Wichita KS 67210 and Sargent Industries Inc, ntington Park Div, 2533 E 56 St, Huntington Park CA 90255—See notes , 27, 33, 40, 73 and 81—Reference Note 33, For Qualification Procedures, contact PMDM/5341.

16--VALVE—NSN 1050 00 208 0003—P/N 605520-3 and 47580—Qty each—applicable to C130 Acft—deliveries to Tinker AFB—RFP 82-30811 sing o/a 27 Nov 81. Contact OC-ALC/PMZAA (Helmus Hallman/734-15), Tinker AFB. See note 8. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--PUMP SCAVENGE—NSN 1650 00 388 0161—P/N 009320—Qty 20 each—applicable to F106A/B Acft—deliveries to Tinker B—RFP 82-40000 issued to Sundstrand Aviation, Div of Sundstrand Corp, 47 Harrison Ave, Rockford IL 61101. Contact Paul Pappas at 405/734-15—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--RETAINER ASSY NSN 1660 00 837 4793—P/N [illegible]—Qty each—applicable to C141/B52G Acft—deliveries to Tinker AFB—RFP 82-945 issued to Sundstrand Aviation, Div of Sundstrand Corp, 4747 Harrison e, Rockford IL 61101. Contact Paul Pappas at 405/734-4415—See notes , 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, ntact PMDM/5341.

★ 16--SHAFT ASSY—NSN 1650 00 013 3368—P/N 087846—Qty 36 ch—applicable to KC135A & B52F Acft—deliveries to Tinker AFB—RFP 82-802 issued to Sundstrand Aviation, Div of Sundstrand Corp, 4747 Harrison e, Rockford IL 61101. Contact Sandy Freany at 405/734-4415—See notes , 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, ntact PMDM/5341.

★ 16--SHAFT ASSY, COOLING NSN 1660 00 094 8344—P/N [illegible]—Qty 116 each—applicable to T37 Acft—deliveries to Tinker AFB—RFP 82-56070 issued to AiResearch Mfg Co of CA, 2525 W 190th St, Torrance CA 90509. Contact Antoine Suttop at 405/734-5061—See notes 27, , and 40. Reference Note 33, For Qualification Procedures, contact DM/5341.

★ 16--CYLINDER BLOCK ASSY—NSN 1650 00 130 8347—P/N 6106—Qty 120 each—applicable to KC135 & B52 Acft—deliveries to Tinker AFB—RFP 82-30842 issued to Sundstrand Aviation, Div of Sundstrand rp, 4747 Harrison Ave, Rockford IL 61101. Contact Sandy Freany at 5/734-4415—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, r Qualification Procedures, contact PMDM/5341.

★ 16--PUMP & MOTOR ASSY NSN 1650 01 033 4577—P/N 14891A—Qty 5 each—applicable to E3A Acft—deliveries to Tinker AFB—RFP 82-30805 issued to Sundstrand Aviation Div of Sundstrand Corp, 4747 rrison Ave, Rockford IL 61101. Contact D.D. Plato at 405/734-4415—See tes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--HARNESS, ELECTRIC—NSN 1650 01 080 3951HQ—P/N 14973C—Qty 16 each—applicable to E3A Aircraft—deliveries to Tinker AFB—RFP 82-30831 issued to Sundstrand Aviation, Div of Sundstrand Corp, 747 Harrison Ave, Rockford IL 61101—Contact S. Hanson at 405/734-361—See notes 27 and 40.

★ 16--PLATE, HOLD DOWN, PUM—NSN 1650-00-668-8341—P/N 0612—Qty 136 each—applicable to F/RF84F, F100, F101, F105, B52 Aircraft—deliveries to Tinker AFB—RFP FD2030-82-58844 issued to Abex Corporation Aerospace Div, Oxnard CA CA 93030. Contact Dorothy Vasiliceas at 05/734-4347.—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, r Qualification Procedures, contact PMDM/5341.

Directorate of Procurement & Production, Oklahoma City ALC, Tinker AFB, OK 73145

405/734-4291—See notes 27, 33, 40 and 73. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--WIRING HARNESS—NSN 1650 00 838 8780—P/N 34562 and/or PN5410211-101 and/or PN5410294330—Qty 114 each—applicable to C141 aircraft—deliveries to Tinker AFB—RFP 82-30820 issued to Sundstrand Aviation Div of Sundstrand Corp, Rockford IL and/or Champlain Cable Corp Sub of Hercules Inc, Winooski VT and/or Simmonds Precision Products Inc Co-operative Industries Div, Chester NJ. Contact Paul Elder/PMZAA at 405/734-4347.—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--CYL BLOCK—NSN 1650 00 215 1072—P/N 711760—Qty 10 each—applicable to F106 A/B and F111A/D/E/F aircraft—deliveries to Tinker AFB OK—RFP 82-30783 issued to Sundstrand Aviation Div of Sundstrand Corp, Rockford IL. Contact D. D. Plato/PMZAA at 405/734-4415.—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--VALVE—NSN 1650 00 530 4083—P/N 21[illegible]—Qty 25 each—applicable to Common aircraft—deliveries to Tinker AFB—RFP 82-57034 issued to Hydro-Aire Division Crane Co, Burbank CA. Contact Paul Elder/PMZAA at 405/734-4347.—See notes 26, 27, 33, 40, 73, 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--SELECT ASSY—NSN 1650 01 104 9424—P/N [illegible]—Qty 4 each—applicable to F15A/B aircraft—deliveries to Tinker AFB—RFP 82-30756 issued to Moog Inc, East Aurora NY. Contact D. D. Plato/PMZAA at 405/734-4415.—See notes 26, 27, 33, 40, 73, 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

16--TANK—NSN 1650 00 890 3533—P/N 25-6267-400—Qty 30 each—applicable to B52G/H aircraft—deliveries to Tinker AFB—RFP 82-30772 closing o/a 01 Dec 11. For bid sets contact OC-ALC/PMDAR, Tinker AFB, Tel. 405-734-3082/7126. See notes 8.

★ 16--VALVE—NSN 1650 00 208 0700—P/N 47610—Qty 11 each—applicable to C130 Acft—deliveries to Tinker AFB—RFP 82-30813 issued to Sterer Eng and Mfg Co, 4690 Colorado Blvd, Los Angeles CA, 90039; Hydro-Aire Division, Crane Co, 3000 Winona Ave, Burbank CA 91504 and Nuclear Valve Division, Van Nuys CA 91409. Contact Helmus Hallman at 405/734-4415.—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--BARREL AND WASHER—NSN 1650-00-133-3981—P/N 65520—Quantity Discount Procedures—167 ea or 231 ea or 321 ea—deliver to Tinker AFB—RFP FD2030-82-57033 issued to Abex Corporation Aerospace Div, Oxnard CA 93030.—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--PORT PLATE ASSY—NSN 1650-01-034-4490—P/N 7106[illegible]—Qty 35 each—applicable to A10 Aircraft—deliveries to Tinker AFB—RFP FD2030-82-30864 issued to Sundstrand Aviation Div of Sundstrand Corp, Rockford IL. Contact Paul Pappas at 405/734-4415.—See notes 26, 27, 33, 40, 73 and 81, Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--DAMPENER CANOPY—NSN 1650-00-020-7406—P/N 43300-503—Qty 9 each—applicable to F5 Aircraft—deliveries to Tinker AFB—RFP FD2030-82-30807 issued to ASCO Machine Products Inc, El Segundo CA. Contact Murray at 405/734-4347.—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--CHANGER—NSN 1650-01-036-1947—P/N [illegible]—Qty 4 each—applicable to F15 Aircraft—deliveries to Tinker AFB—RFP FD2030-82-30779 issued to Moog Inc, East Aurora NY 14052. Contact Sandy Freany at 405/734-4415.—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--CONTROLLER—NSN 1650-00-948-8280—P/N 106844—Qty 46 each—applicable to C130 Aircraft—deliveries to Tinker AFB—RFP FD2030-82-30782 issued to Fairchild Industries Inc Stratos Div, Manhattan Beach CA. Contact Sandy Freany at 405/734-4415.—See notes 26, 27, 33, 40, 73 and 81, Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--SERVO CYLINDER—NSN 1650-00-463-7773—P/N 4-[illegible]-310—Qty 18 each—applicable to F5/T38 Aircraft—deliveries to Tinker AFB—RFP FD2030-82-30800 issued to Ronson Hydraulic Unit Corp, Duarte CA. Contact John R. Pickle at 405/734-4415.—See notes 26, 27, 33, 40, 73 and 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--FILTER AY, SCAV—NSN 1650 01 084 4940—P/N 771144—Qty 17 each—applicable to A10A Aircraft—deliveries to Tinker AFB—RFP 82-30870 issued to Sundstrand Aviation, Rockford, IL. Contact Eileen Mercer/PMZAA at 405/734-4415—See notes 26, 27, 33, 40, 73, 81. Reference Note 33, For Qualification Procedures, contact PMDM/5341.

★ 16--NOZZLE—NSN 1660 00 118 7558—P/N 204083-1—Qty 845 each—applicable to F4 Acft-deliveries to Tinker AFB—RFP 82-57174 issued to AiResearch Mfg Co of Calif, Torrance CA. Contact Robert J. Ferrell/PMZAB at 405/734-5091. See notes 27, 33 and 40. Reference Note 33, For Qualification Procedures, contact PMDM/5341. (321)

Directorate of Procurement & Production, Oklahoma City, ALC, Tinker AFB, OK 73145

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★ 16--SIDE BRACE, NSN 1620-01-027-3441, P/N 265-33801-[illegible], Appl to T9 Acft—3 ea—Deliveries to Oklahoma City, OK—RFP FD2020-82-62254 issued to Rockwell International Corp. Los Angeles, CA. See notes 27, 3641 each, Appl to F-4 Aircraft, Deliveries to Hill AFB—RFP FD2020-82-50000 issued to Fenwal Inc., Ashland MA 01721 with an approximate closing date of 21 Dec. 81. See notes 27, 33, 73.

★ 16--DISK & LINKAGE ASSY, NSN 1630-00-660-0042, P/N 131-10, Appl to A-7D Acft—1300 ea—Deliveries to Hill AFB—RFP FD2020-82-50007 issued to the B F Goodrich Co., Akron, OH—See notes 27, 33, 40 & 73.

★ 16--VALVE ASSY, BRAKE CONTROL, NSN 1630-01-004-0309, P/N 16-202-001, Appl to F-15A/B Acft—3 ea—Deliveries to Bayonne, NJ or Inglewood, CA—RFP FD2020-82-52291 issued to General Dynamics Corp., Ft. Worth TX—See notes 27, 33, 40 & 73.

★ 16--AXLE ASSY, NSN 1630-01-71-0837, P/N 2008025-104, Appl to F-16 Acft—2 ea—Deliveries to Alexandria, VA—RFP F42600-82-0051 issued to Menasco Inc. Ft. Worth, and DAF Special Products The Netherlands—See notes 27, 33, 40 and 73.

★ 16--ACTUATOR—NSN 1650-01-047-3200WF, P/N 1211170-007, Qty 32 each—Actuator—NSN 1650-01-04-8468WF, P/N 1211170-008, Qty 34 each—Applicable to the F-16 Aircraft—Deliveries to Hill AFB. RFP FD2020-82-02126 will be issued approx. 27 Nov. 81 to Arkwin Industries, Westbury, NY 11590. See notes 27, 33, 40 & 73.

★ 16--PUMP HYDRAULIC—NSN 1650-01-050-8814WF, P/N 424847, Qty 14 each—Applicable to the F-16 Aircraft—Deliveries to Hill AFB. RFP FD2020-82-42080 will be issued approx. 27 Nov. 81 to Sperry Vickers Corp., Jackson, MS 39208. See notes 27, 33, 40 & 73.

★ 16--OUTER CYLINDER MLG, NSN 1620-00-204-0750, P/N 2227216-10, Appl to F-5 Acft—6 ea—Deliverer to Staten Island, NY or Compton, CA—RFP FD2020-82-62277 issued to Northrop Corp. Hawthorne, CA, Menasco Inc. Burbank, CA., Cleveland Pneumatic Co. Cleveland, OH., Menagram Peacock Norwalk, CA and Jensen/Kelly Corp. City of Industry, CA. See notes 27, 33, 40.

★ 16--HEAT SHIELD, NSN 1630-01-073-0605, P/N 2606814, 144 ea—Key, Rotor Drive, NSN 1630-01-083-0024, P/N 2606029, 768 ea—Stake Nut, NSN 5310-01-082-7579LE, P/N 2606048, 72 ea—Appl to F-15 Acft—Deliveries to Wilmington NC & Cambria Heights, NJ—RFP F42600-81-R-0068 issued to The Bendix Corp., South Bend, In—See notes 27, 33, 40 & 73.

★ 16--HOUSING, ADJUSTER, BRAKE, NSN 1630-00-000-2326, P/N 290-418, Appl to F-111 and F-102 Acft—1470 ea—alternate Qty (a) 1819 ea—Alternate Qty (b) 2150 ea—Deliveries to Hill AFB—RFP FD2020-82-06000 will be issued approx. 18 Nov. 81 to the B F Goodrich Co., Akron, OH—See notes 27, 33, 40 & 73. (322)

Directorate of Contracting & Manufacturing (PMDAD), Ogden ALC, Hill AFB, UT 84056, Tel 801/777-5490

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★ 16--INDICATOR, PRESSURE NSN 1650-01-118-5583, P/N 145HS002-2, Qty 10 ea. Tank, oil lube, rotor, NSN 1615-01-115-3614, P/N 145R2176-1, qty 10 ea. Erosion strip, blade, NSN 1615-01-115-3617, P/N 114R1707-1, qty 12 ea. Pin assembly, Tie ba, NSN 1615-01-115-3619, P/N 114R1707-2, qty 12 ea. Delivery will be made to various destinations. Contr. DAAJ09-79-G-0005, D.O. 0362 (PJP). This proposed procurement will be from Boeing Vertol Co., A Div of the Boeing Co., PO Box 16858, Philadelphia, PA 19142. See notes 27, 33, 40 and 73. Point of contact is Janet Culpepper, Attn: DRSTS-P PCJP, 314/263-3087.

★ 16--HOOK ASSY, CARGO NSN P/N 145S5505-[illegible], qty 4 ea. Sump, transmission, NSN 1615-01-114-2156, P/N 145C2121-15, qty 4 ea. Pump assembly, tail, NSN 4320-01-115-3827, P/N 145D0551a-3, Qty 4 ea. Delivery will be made to various destinations. Contr DAAJ09-79-G-0005, D.O. 0363 (PJP). This proposed procurement will be from Boeing Vertol Co, A Div of the Boeing Co, PO Box 16858, Philadelphia, PA 19142. See notes 27, 33, 40 and 73. Point of contact is Janet Culpepper, Attn: DRSTS-PCJP, 314/263-3087.

★ 16--CLUTCH, ENGINE TRANS NSN 1615-00-945-8192, P/N 114DS638-2, qty 60 ea. Spacer, ring, NSN 5365-01-106-2740, P/N 114D5211-1, qty 01 ea. Shaft, shaft, rotary, NSN 1615-00-757-4250, P/N 114R3052-7, qty 38 ea. Delivery will be made to various destinations. Contr. DAAJ09-79-G-0005, D.O: 0401 (PJP). This proposed procurement will be from Boeing Vertol Co., A Div of the Boeing Co., P.O. Box 16858, Philadelphia, PA 19142. See notes 27, 33, 40 and 73. Point of contact is Janet Culpepper, Attn: DRSTS-PCJP, 314/263-3087.

16--BRAKE, MAGNETIC, ELEC. NSN 1680-00-226-1753, Boeing Configuration Item (CI) 114CS101-8 IAW Boeing Source Control Drawing 114CS101, Rev K—Approved sources are the Boeing Co, and Pneumo Dynamics Corp—12 each—Deliveries to Lathrop, CA—RFP DAAJ09-82-R-A225(PCE)—Proposal closes on or about 4 Jan 82—Only approved sources are solicited and qualification can be time consuming—See notes 27, 33 and 81. Point of contact is Janet Williams, 314/263-2572.

★ 16--DEFLECTOR, DIRT AND NSN 1615-00-021-2715, P/N 114D6256-4, qty 94 ea. Door, access, NSN 1560-00-990-4770, P/N 114P6050-8, qty 2 ea. Work platform assy, NSN 1560-00-133-6092, P/N 114S4014-4, qty 11 ea. Delivery will be made to various destinations. Contr. DAAJ09-79-G-0005, D.O. 0380 (PJP). This proposed procurement will be from Boeing Vertol Co, a Div of the Boeing Co., P.O. Box 16858, Philadelphia, PA 19142. See notes 27, 33, 40 and 73. Point of contact is Janet Culpepper, DRSTS-PCJP. (321)

US Army Troop Support & Aviation Materiel Readiness Command, 4300 Goodfellow Blvd., St. Louis MO 63120

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★ 16--SHAFT LEVEL WIND, [illegible] Acft, NSN 1R 1680-00-013-4372 MH, Breeze Corp Inc P/N BL3000, 23 ea, East/West coast destina-

EXAMPLE # 6

THE ENCLOSED LIST IS A COPY OF MY LETTER TO FREEDOM OF INFORMATION INQUIRING ON THE STATUS OF OUR QUOTES SUBMITTED ON THESE REQUESTS.

THE INFORMATION IN CBD DID NOT GIVE US BUYERS NAME OR A PERSON TO CONTACT FOR FURTHER BID INFORMATION.

THE OFFICE WE CALL AT THE ASO TO GET BUYERS NAMES TO MATCH AGAINST SOLITATIONS IS ABLE TO HELP US ON SOME OF THEM. THE MAJORITY OF THESE DID NOT ALLOW US TIME TO REQUEST BID SETS, SO THEY WERE SUBMITTED ON LETTER QUOTES.

Ontario Air Parts

lome Office
5055 Whittram Ave.
ontana, California 92335
714) 820-3031
TWX: 910-390-1190
all Back: Ont Air Font

Utah Division
2317 West 1300 North
Clinton, Utah 84015
(801) 773-2033

FEBRUARY 10, 1982

DEPARTMENT OF THE NAVY
AVIATION SUPPLY OFFICE
700 ROBBINS AVENUE
PHILDELPHIA PA 19111

DEAR SIRS:

WE WOULD LIKE AWARD INFORMATION ON THE FOLLOWING.

PLEASE INCLUDE WHO THE AWARD WAS MADE TO AND AT WHAT PRICE.

REQUEST NO.	DATE	BUYER	PART NUMBER

SEE ATTACHED

THANK YOU,

EARLENE L. CHRISTENSON

REQUEST NUMBER	DATE	BUYER	PART NUMBER	ITEM
81-X-R269	8-11-81	CARRELLA	244383	1
34601-79-G-0212 GBBH	4-14-81	CONT OFF	105B4608G1	2
34601-79-G-0213-GBUU	11-23-81	CONT OFF	5003T31G02	3
100383-81-G-1106-0018	6-26-81	CONT OFF	211263	4
100383-81-G-1106-0018	6-30-81	CONT OFF	137367	5
00383-81-G-1500-0020	2-10-81	CONT OFF	32-50237-301	6
00383-80-G-0908-0020	2-20-81	CONT OFF	863042	7
00383-81-G-1100-0020	10- 1-81	CONT OFF	512797	8
82-B-0075	11-18-81	CONT OFF	MS28720-4	9
82-R-0091	11-18-81	CONT OFF	94700-001	10
82-R-0099	11-18-81	CONT OFF	3-1193	11
00383-81-G-1500-0150	4-28-81	CONT OFF	32-94530-311	12
00383-81-G-1100-0173	8-23-81	CONT OFF	541930	13
100383-81-G-1500-0180	5-20-81	CONT OFF	32G87074-27	14
100383-80-G-0106-0184	10-16-81	CONT OFF	762-4782-002	15
100383-81-G-1100-0211	9-14-81	CONT OFF	598883-3	16
100383-81-G-1100-0224	9-17-81	CONT OFF	585997	17
100383-80-G-0904-0235	9-21-81	CONT OFF	1010040-0-2	18
82-R-0235	10-30-81	CONT OFF	A4015181500	19
00383-81-G-1503-0240	5-20-81	CONT OFF	65550-01053-042	20
82-0299	10-29-81	CONT OFF	41C440-5	21
82-R-0309	10-30-81	CONT OFF	20537-4	22
82-R-0327	10-29-81	CONT OFF	100901	23
00380-81-G-1100-0343	11-11-81	CONT OFF	552857	24
00383-81-G-1100-0343	11-11-81	CONT OFF	557517	25
00383-81-G-1500-0345	11-19-81	CONT OFF	32-31348-40	26
08-0350	2-05-80	CONT OFF	26236079	27
00383-81-G-1100-0373	11-19-81	CONT OFF	93926	28
00383-81-G-1100-0374	11-19-81	CONT OFF	595976	29
G-0501-0429	10-28-81	CONT OFF	K674728-1	30
82-R-0443	10-30-81	CONT OFF	18830	31
100383-81-G-1503-0592	9-17-81	CONT OFF	S6150-62357	32
81-B-0647	8-11-81	CONT OFF	S6165-20583	33
81-B-0768	9-29-81	CONT OFF	210-32230-712	34
81-B-0769	9-22-81	CONT OFF	MDE32345-2	35
A-8500-0834	2-06-80	CONT OFF	107R3582-7	36
100383-81-G-1503-0875	11-19-81	CONT OFF	65351-11152-101	37
R-1815	3-31-81	CONT OFF	K626-2	38
R-2053	4-27-81	CONT OFF	HP321100-6	39
R-2186	5-05-81	CONT OFF	8276700-009	40
R-2356	6-09-81	GLYNN/2559	45950-3	41
R-2365	6-15-81	RUSSAL/2856	E6015M64-1	42
R-2417	5-20-81	CONT OFF	65550-08014-101	43
R-2636	6-08-81	CONT OFF	A18567	44
R-268	11-23-81	LAMBERT	373772	45
R-2890	6-10-81	CONT OFF	309348-1	46
R-2898	6-16-81	ROSUVITSKI	50924	47
R-4006	8-17-81	MCGLYNN	1000-17	48
R-4024	9-10-81	MCGLYNN	4005T44P01	49
R-4129	9-14-81	MCGLYNN	MR106KD100	50
R-4220	9-16-81	CONT OFF	7000M38G01	51
R-4299	9-09-81	CONT OFF	238624	52
R-4321	9-09-81	CONT OFF	HP304200-16	53
R-4507	9-21-81	CONT OFF	BL5540-1	54
[illegible]	[illegible]			
R-4555		CONT OFF	37D400100P108	58
R-4568	9-21-81	CONT OFF	BL2471	59
R-4757	10-22-81	SCHMETT/2836	711-07022-34	60
R-4888	10-19-81	CONT OFF	3978940101	61
R-4972	10-19-81	CONT OFF	908D324-1	62
R-5233	10-21-81	CONT OFF	378-4-8D	63
B-547	6-10-81	CONT OFF	K674363-13	64
82-Y-6D83	9-17-81	CONT OFF	S6150-62364	65

NOTE

WHEN SUBMITTING RESPONSE PLEASE REFER TO ITEM NUMBER LOCATED AT RIGHT OF INQUIRY.

TO CONSIDER S. 1947, A BILL TO IMPROVE SMALL BUSINESS ACCESS TO FEDERAL PROCUREMENT INFORMATION AND SMALL BUSINESS UTILIZATION OF THE COMMERCE BUSINESS DAILY

THURSDAY, MARCH 4, 1982

U.S. SENATE,
SUBCOMMITTEE ON ADVOCACY
AND THE FUTURE OF SMALL BUSINESS,
COMMITTEE ON SMALL BUSINESS,
Washington, D.C.

The subcommittee met, pursuant to notice, at 9:30 a.m., in room 424, Russell Senate Office Building, Hon. S. I. Hayakawa, acting chairman of the subcommittee, presiding.

Present: Senators Weicker, Hayakawa, Nickles, Rudman, and Levin.

Also present: Robert J. Dotchin, staff director; Kimberly A. Elliott, professional staff member; Alan L. Chvotkin, minority chief counsel; and Dorothy C. Olson, clerk.

STATEMENT OF HON. S. I. HAYAKAWA, A U.S. SENATOR FROM THE STATE OF CALIFORNIA, AND CHAIRMAN, SUBCOMMITTEE ON ADVOCACY AND THE FUTURE OF SMALL BUSINESS OF THE SENATE SMALL BUSINESS COMMITTEE

Senator HAYAKAWA. Good morning, ladies and gentlemen.

The Senate Committee on Small Business has convened this morning to consider S. 1947, a bill that would establish minimum time periods for advertising in the Commerce Business Daily. The legislation would give interested parties 15 days from the appearance of a notice in CBD to request copies of a solicitation, and the bill then would provide at least 30 days from the issuance of a solicitation before a bid is due. In other words, for those agencies that are required to publish procurement notices in CBD, and in the absence of any statutory exemption from advertising in the publication, S. 1947 would provide prospective contractors a minimum of 45 days for the solicitation and bidding processes on Federal contracts. Identical legislation is pending in the House, H.R. 5551.

This is the second hearing of the committee on S. 1947. We chose to hold the first hearing in California because we had received so many complaints from potential bidders about the time problems resulting when the CBD arrives too late for them to prepare and

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submit timely bids. The witnesses told me that small firms miss out on Federal contracts, totaling millions of dollars annually, due principally to untimely contract notices.

Other complaints we heard pertaining to the Federal procurement process, with specific reference to Commerce Business Daily included:

One: The CBD is all but impossible to read and understand by people trying to do business with the Federal Government for the first time. In addition to the procurement lingo used, many times procurement needs are placed in questionable categories that make it impossible to decipher a potential contracting opportunity. A recent article in Inc. magazine reported that the Government recently wanted to buy women's shirts and and blouses, and the advertisement was placed under containers, packaging, and packing supplies. When the Government wanted bids for women's pants suits, the CBD printed the notice under steel structures.

Two: People who are in the know receive advance notification of upcoming contracts. We found that this is a very common complaint.

Three: Often no contact person or telephone number is provided for immediate information. This is a major problem for west coast firms because of time delays in mail deliveries and notice publications.

These are only a few of the problems confronted by small firms when they try to do business with the Federal Government. It is particularly frustrating because they know they have done their part, they have attended Government procurement conferences, they have subscribed to the Commerce Business Daily as they have been told to do, and in many cases they have sent in their proposals. But as one witness stated so well:

> In reality, we have not been able to break into the system. The prevailing attitude is that a small businessperson who does not have the resources to pay for a consultant, who has no resources to pay for travel expenses, and has no insider to contact for advice is really on the outside and will remain on the outside.

Witnesses made several suggestions for improvement of the Government's procurement publication. Perhaps a west coast edition of CBD; acceptance of telegraphic proposals; requirements for contact names and telephone numbers for information about solicitations; more accurate descriptions and categorization of procurement needs, and the provision of CBD notices on magnetic tapes. These suggestions are made in addition to provisions in our bill, S. 1947.

Today we will have the privilege of hearing again from several small firms who are concerned about untimely contract advertisements in the CBD. In addition, we will receive testimony from Federal officials responsible for publication of the CBD—for writing procurement notices, editing, printing, and producing this important publication. I understand they will express some of their concerns about the impact of S. 1947 on the Federal procurement process. We are very anxious to hear from them, too. I hope, however, that we can work together to solve some of the problems that the CBD subscribers encounter, which cost them millions of dollars in sales annually. As we analyze the problems presented by these Federal representatives, let us remember that we are talking about the best way we can assist people to exercise a basic right—a right to sell their goods and services to their government when competitive situations are present.

There are two letters which I received following the California hearing on this subject, and I would like to have them put into the record of these proceedings. These letters are from ECO Systems Management Associates, Inc., a firm involved in engineering and consulting, ocean systems and resources management, marine biology, and physical oceanography, located in San Diego. The other one is from Cal-Metal Manufacturing & Machining, in El Cajon, Calif.

[The material follows:]

ECO systems Management
associates, inc.
ENGINEERING & CONSULTING • OCEAN SYSTEMS AND RESOURCES MANAGEMENT • MARINE BIOLOGY • PHYSICAL OCEANOGRAPHY
11585 SORRENTO VALLEY ROAD, SUITE 108
SAN DIEGO, CA 92121 • (714) 755-0234
FIELD OFFICE: 533 STEVENS AVENUE, SUITE F50
SOLANA BEACH, CA 92075 • (714) 481-5482

February 23, 1982

Senator S.I. Hayakawa
6217 Dirksen Senate Office Bldg.
Washington, D.C. 20510

Attn: Grace Hussie

Dear Ms. Hussie:

I just learned today that legislation was being contemplated regarding the general area of government solicitations. Jeff Marston suggested I write to you right away. I contacted your office a couple of years ago for some help regarding one of the idiocies of the system and received prompt attention to the problem.

I would like to add my comments to the process you have underway.

A. TIMING

1) Unreasonable deadlines: Our company prepared a large proposal for a job and was not considered because our proposal arrived 1/2 hour past the deadline in Washington. We later learned that we would have been low bidder on this half million dollar job, saving around $40,000. of the taxpayer's money. The point to be made is that 0900 on Monday morning is an extremely unreasonable deadline. It occurs before normal deliveries, etc., etc. On the other hand, the most reasonable deadline in a week would be 1600 Friday. A method preventing agencies from establishing early A.M. deadlines and at the first of the week would be extremely appropriate.

2) Turn-around: Most Federal agencies, after many months of preparing their specifications for solicitations, expect companies to prepare cogent, often highly technical responses within two weeks and sometimes provide reasonable periods as long as six weeks. If the agencies trimmed their bureaucratic paper shuffling process--both before and after receipt of proposals--they wouldn't have to place their expectations of getting the job started all on the potential contractor's turn-around time. Among other obvious evils, this quick turn-around is a distinct hardship on small businesses who cannot afford nor have qualified for excessive government overhead rates to support a staff devoted to proposal preparation.

B. COMPETITION

1) Some agencies do almost all contracting by pre-negotiation. Although there may be many capable companies, they seldom know about these jobs until they are listed in the CBD as in negotiation. Only the "in" companies are considered for these jobs. ONR is one agency that seldom has any open bid jobs.

2) Universities often compete for jobs against business firms. The inequity here lies in the fact that most professors are paid with state funds and consequently do not require salaries from the job involved, and indeed often contribute some percentage of their time (i.e. salary) as a sweetener to the contract. The point here is not to exclude universities or research institutions from acquiring jobs but to separate them from competing with businesses for jobs since in many cases companies or individuals are paying taxes to pay salaries of professors or scientists who then compete against them.

C. UNFUNDED OR IMPROPERLY DESIGNED RFP's

1) There occur, from time to time, jobs for which solicitations are published which are either unfunded or improperly prepared. In the case of the unfunded solicitations, many are are so noted on the solicitation while others, however, become unfunded after proposal preparation. This situation can arise, I suspect, for a variety of reasons. However, once proposals have been submitted, the government is responsible for the expenditure of thousands of dollars by businesses that could have been far more beneficially expended.

In the case of improperly designed RFP's, agencies sometimes discover that what they asked for is not what they need, after receiving proposals. They then cancel the solicitation, re-prepare and re-issue, causing businesses to prepare another proposal, often quite different.

We are currently in the position of having prepared two different proposals for one job, the first one was canceled due to the agency having to reconsider its requirements, and the second was returned because the funding disappeared.

This is a very difficult problem but one for which a solution must be found.

D. REGULATION AND PAPER WORK MAINTENANCE

1) Some agencies require such voluminous, overlapping paper shuffling to support Federal and agency reulgations that many small businesses either don't have the expertise or staff required to maintain these often ridiculous requirements that do nothing but create paper work.

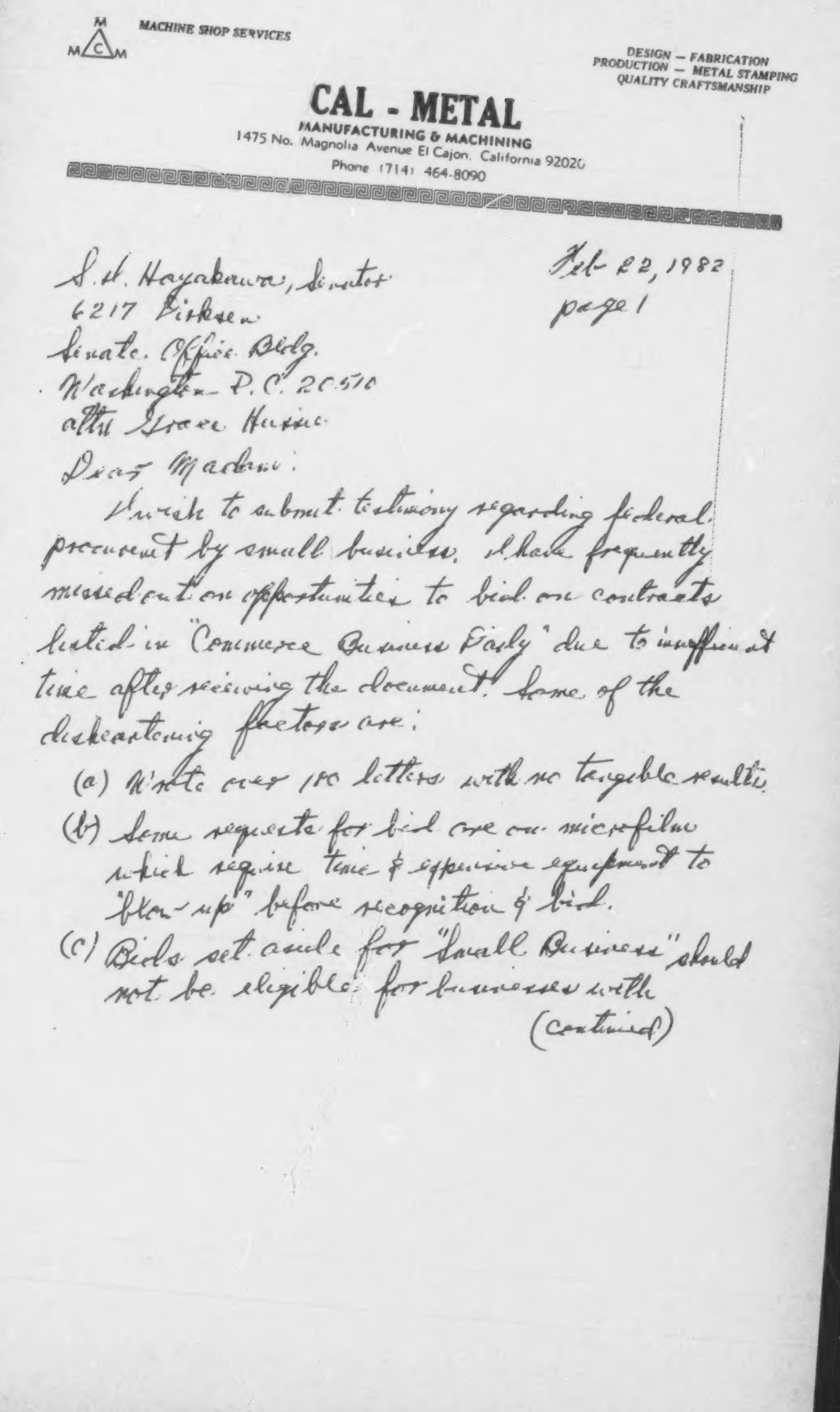
There are many small companies that will not work for the government because of this problem.

Thank you for the opportunity to express opinions regarding the functioning interaction between business and the government. Should you be interested in further information, please get in touch.

Sincerely,

Neil F. Marshall
Sec/Treasurer
Project Director

NFM:rw



MACHINE SHOP SERVICES

DESIGN — FABRICATION
PRODUCTION — METAL STAMPING
QUALITY CRAFTSMANSHIP

CAL - METAL
MANUFACTURING & MACHINING
1475 No. Magnolia Avenue El Cajon, California 92020
Phone (714) 464-8090

Feb 22, 1982
page 1

S.I. Hayakawa, Senator
6217 Dirksen
Senate Office Bldg.
Washington D.C. 20510
attn Grace Hussie

Dear Madam:

I wish to submit testimony regarding federal procurement by small business. I have frequently missed out on opportunities to bid on contracts listed in "Commerce Business Daily" due to insufficient time after receiving the document. Some of the disheartening factors are:

(a) Wrote over 100 letters with no tangible results.
(b) Some requests for bid are on microfilm which require time & expensive equipment to "blow-up" before recognition & bid.
(c) Bids set aside for "Small Business" should not be eligible for businesses with

(continued)

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PRODUCTION — METAL STAMPING
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100 or 200 people. In reality, those with 100 employees would have an enormous payroll as I will show :- assume minimum wage.

\$3,35/hr. plus benefits, withholding, insurance etc.
= (est) \$5^{00}/hr × 40 hrs/wk = \$200 × 100 people
= \$20,000 per week — or
\$20,000 per week (for 100 people) × 52 weeks =
\$1,040,000 per year.

This is hardly "small business".

Any help you can give to assist us in obtaining more business to avoid more layoffs and possible bankruptcy will be greatly appreciated. I suggest "Small Business" be designated as 25 employees or less.

This letter is in response to my conversation this date, with Mr. Jeff Marston, Director, Small Business. Thank you for your assistance in this matter

Sincerely Yours
F. F. Keppeler Pres.

Senator **Hayakawa**. At this point, I would like to submit the opening statement of the committee chairman, Senator Weicker, and that of the ranking minority member, Senator Nunn.

The committee also has invited several Federal agencies to submit statements for the record. At this time, I would like to enter the views of the Department of Health and Human Services, the National Aeronautics and Space Administration, the Department of Defense, and the General Services Administration in the hearing record. I expect other agencies to be submitting written statements also. They, too, will be printed in full in this hearing record.

[The material follows:]

STATEMENT OF SENATOR LOWELL WEICKER, JR.
CHAIRMAN, SENATE SMALL BUSINESS COMMITTEE
HEARING ON
S. 1947, A BILL TO IMPROVE SMALL BUSINESS ACCESS
TO FEDERAL PROCUREMENT INFORMATION.
MARCH 4, 1982

THE SENATE COMMITTEE ON SMALL BUSINESS IS MEETING TODAY TO CONSIDER S. 1947, A BILL TO IMPROVE SMALL BUSINESS ACCESS TO FEDERAL PROCUREMENT INFORMATION. CURRENTLY, THE SMALL BUSINESS SECTOR RECEIVES LESS THAN 25 PERCENT OF THE FEDERAL PROCUREMENT BUDGET: A BUDGET THAT NOW EXCEEDS $110 BILLION EACH YEAR. YET, SMALL COMPANIES COMPRISE APPROXIMATELY 90 PERCENT OF THIS NATION'S BUSINESSES AND ACCOUNT FOR ABOUT HALF OF THE ANNUAL GNP.

WHY DO SMALL BUSINESSES RECEIVE SO LITTLE OF THE TOTAL U. S. DIRECT PROCUREMENT BUDGET? THE REASONS ARE NUMEROUS. FOR EXAMPLE, MANY SMALL FIRMS HAVE TOLD ME THAT THEY SIMPLY DO NOT KNOW HOW TO MARKET THEIR GOODS OR SERVICES TO THE GOVERNMENT. OTHER SMALL COMPANIES SIMPLY AVOID THE FEDERAL MARKET DUE TO THE STATUTORY AND REGULATORY PAPERWORK REQUIREMENTS RELATED TO FEDERAL CONTRACTS. I REGULARLY HEAR FROM STILL OTHER SMALL BUSINESS OWNERS WHO TELL ME THAT THEY SIMPLY CANNOT BREAK THROUGH THE MAZE OF PROCUREMENT RULES AND REGULATIONS. AND, FINALLY, ONE OF THE MOST BOTHERSOME SMALL BUSINESS PROCUREMENT OBSTACLES IS THE LACK OF TIMELY AND ADEQUATE NOTICE OF

FEDERAL CONTRACTING OPPORTUNITIES: A PROBLEM THIS COMMITTEE IS INVESTIGATING HERE TODAY.

CURRENTLY, SECTION 8(E) OF THE SMALL BUSINESS ACT REQUIRES THAT FEDERAL CONTRACTING OPPORTUNITIES BE PUBLISHED IN THE COMMERCE BUSINESS DAILY. GENERALLY, FEDERAL AGENCIES THAT WISH TO PROCURE A GOOD OR SERVICE MUST SYNOPSIZE THEIR PROPOSED BIDS OR SOLICITATIONS FOR PUBLICATION IN THIS DOCUMENT. THE PURPOSE OF THIS PRACTICE IS TO PUBLICIZE ALL FEDERAL PURCHASES TO THE GREATEST EXTENT POSSIBLE.

YET ALL TOO OFTEN, THIS IS NOT THE CASE. ALTHOUGH IT IS ADMINISTRATIVE PRACTICE TO PUBLISH PROCUREMENT NOTICES IN THE COMMERCE BUSINESS DAILY 10 DAYS BEFORE A SOLICITATION IS ISSUED, THE FACT IS THAT IT IS NOT UNCOMMON FOR A PROCUREMENT NOTICE TO FIRST APPEAR ON THE DATE A SOLICITATION IS ISSUED. THIS PUTS SMALL FIRMS AT A SEVERE DISADVANTAGE SINCE THEY ARE USUALLY UNABLE TO AFFORD REPRESENTATIVES AT FEDERAL PROCUREMENT CENTERS TO MONITOR POTENTIAL CONTRACTS.

CURRENTLY, REGULATIONS ALSO PROVIDE FOR A MINIMUM BIDDING TIME OF 20 CALENDAR DAYS. HOWEVER, WHEN THERE ARE "SPECIAL CIRCUMSTANCES" OR WHEN THERE IS AN URGENT NEED FOR THE GOODS OR SERVICES, WHAT SHOULD AMOUNT TO A CUMULATIVE PERIOD OF THIRTY (30) DAYS, FOR OBTAINING A SOLICITATION AND BIDDING FOR A CONTRACT, CAN BE SHORTENED ARBITRARILY, OR EVEN IGNORED, AT THE DISCRETION OF THE PROCURING AGENCY.

I THINK IT IS IMPORTANT TO NOTE THAT THESE MINIMUM TIME PERIODS, AS THEY NOW EXIST, ARE SET ONLY IN REGULATIONS. OBVIOUSLY, THAT'S NOT GOOD ENOUGH -- WE ONLY HAVE TO GLANCE AT ANY EDITION OF THE COMMERCE BUSINESS DAILY TO SEE THAT THE REGULATION'S DON'T WORK. THAT IS WHY I AND EIGHT OTHER MEMBERS OF THE SENATE COMMITTEE ON SMALL BUSINESS INTRODUCED S. 1947.

THIS LEGISLATION WOULD AMEND THE SMALL BUSINESS ACT BY ESTABLISHING IN LAW MINIMUM TIME PERIODS FOR PUBLICATION OF, AND BIDDING ON, GOVERNMENT CONTRACTS. SPECIFICALLY, THE LEGISLATION WOULD PROVIDE FOR TWO PERIODS TO ENABLE PROSPECTIVE CONTRACTORS TO SUBMIT TIMELY BIDS OR PROPOSALS. THE FIRST WOULD GIVE INTERESTED PARTIES 15 DAYS, FROM APPEARANCE OF A NOTICE IN THE COMMERCE BUSINESS DAILY, IN WHICH TO REQUEST COPIES OF A SOLICITATION. THE SECOND TIME PERIOD WOULD PROVIDE AT LEAST 30 DAYS FROM THE ISSUANCE OF A SOLICITATION BEFORE A BID IS DUE.

IN SUM, S. 1947 WOULD STATUTORILY PROVIDE PROSPECTIVE BIDDERS WITH A TOTAL OF 45 DAYS FOR THE SAME SOLICITATION AND BIDDING PROCESS NOW GENERALLY ALLOTTED 30 DAYS; 15 DAYS TO MONITOR THE COMMERCE BUSINESS DAILY FOR INTERESTED OFFERS, AND 30 DAYS TO PREPARE A BID OR A PROPOSAL.

S. 1947 SHOULD NOT RESULT IN ANY ADDITIONAL COSTS TO THE OPERATION OF THE COMMERCE BUSINESS DAILY OR TO THE U. S. GOVERNMENT. SUBSCRIPTION COSTS PAID BY INDIVIDUAL USERS FULLY COVER THE COSTS OF THE PUBLICATION. IN FACT, IT MAY REDUCE THE OVERALL FEDERAL PROCUREMENT BUDGET BY INCREASING THE TOTAL NUMBER OF FIRMS COMPETING FOR GOVERNMENT CONTRACTS. MOREOVER, BY ENCOURAGING GREATER SMALL

BUSINESS PARTICIPATION IN THE FEDERAL PROCUREMENT PROCESS THAT S. 1947 COULD HAVE OTHER SIGNIFICANT RIPPLE EFFECTS; NAMELY, IMPROVING THE GENERAL STATE OF THE U. S. ECONOMY AND STRENGTHENING THE NATION'S DEFENSE INDUSTRIAL BASES.

I UNDERSTAND THAT MOST FEDERAL PROCURING AGENCIES OPPOSE S. 1947 AS ONEROUS AND UNNECESSARY, PARTICULARLY BECAUSE IT CHANGES THE STATUS QUO FOR ADVERTISING UPCOMING GOVERNMENT CONTRACTS. I WISH TO ASSURE THESE AGENCIES THAT THE COMMITTEE WILL CERTAINLY TAKE THEIR COMMENTS AND SUGGESTIONS INTO ACCOUNT AS WE PROCEED TO CONSIDER THIS LEGISLATION. I MAINTAIN, HOWEVER, THAT S. 1947 IS THE BEST FIRST STEP TOWARD INCREASING PROCUREMENT OPPORTUNITIES FOR SMALL FIRMS. I INVITE THE FEDERAL PROCURING AGENCIES TO WORK WITH THIS COMMITTEE TO MAKE SURE THAT WE REPORT THE BEST POSSIBLE VERSION OF THIS BILL TO THE FULL SENATE.

I WISH TO EXTEND MY GRATITUDE TO SENATOR HAYAKAWA FOR HIS EXTENSIVE PERSONAL COMMITTMENT TO THIS ISSUE. ADDITIONALLY, I WOULD LIKE TO TAKE THIS OPPORTUNITY TO THANK ALL OF THE WITNESSES WHO HAVE COME TO SHARE THEIR VIEWS ON S. 1947 WITH THE COMMITTEE.

OPENING STATEMENT OF SENATOR SAM NUNN AT
COMMITTEE HEARINGS ON S. 1947
LEGISLATION RELATING TO THE PUBLICATION OF THE
COMMERCE BUSINESS DAILY

Mr. Chairman, today the Senate Small Business Committee continues its hearings on S. 1947, a bill I introduced with many of the members of this Committee last December. I want to complement Senator Hayakawa for taking a lead on this issue and in requesting that the Committee follow up on the successful and informative Committee hearings he chaired recently in California.

The Federal procurement process is a complicated one. The number of outlets, and pressure points, for even the most routine buy, is staggering. An entire specialized industry has been developed to address these complexities. But at the end of the line is the small business owner who knows and has proven he can provide quality goods and services that the Federal Government needs at a fair and reasonable price. Foremost among the difficulties that businessmen face is how to even learn about Federal procurement opportunities.

Regulations provided for a procurement synopsis requirement in the early '60's. But it was the explicit congressional intent to insure that small businesses specifically, and the private sector procurement community generally, had an opportunity to learn of Government purchases that led to the 1961 statutory requirement to publish the Commerce Business Daily. The CBD has been functioning reasonably well since that time.

But since this document is such a lifeline to the small business procurement community, they have been constantly reviewing its contents, and its publication, to insure that it meets the high standards which is demanded of it. These hearings will, for the first time in a long time, provide the Committee with a formal mechanism to answer the question of whether the CBD is fulfilling Congressional intent.

The legislation which we have proposed is modest. It requires that, where an agency is required to publish notice in the Commerce Business Daily, it must provide minimum time periods between the notice of availability of solicitations, and the distribution of those solicitations; and it must provide a minimum time period between the issuance of the solicitation and the bid closing.

If enacted, this rather simple, straight forward, and single action can do a great deal to increase the usefulness of the Commerce Business Daily to the procurement community. By itself, this action can significantly increase the business community's response to the procurement needs of the Federal Government. If "what is past is prologue" continues to hold true, the increased competition which will result from the greater participation of the business community should also reduce the cost of procurement to the Federal Governement, and save the taxpayers money.

While the bill is limited in its application to only addressing the minimum time periods for notice to be published in the CBD, it would be shortsighted if this Committee did not focus some attention on the exemptions to publication, as well. Under the statute, there are ten rather loosely defined instances where an agency is not required to publish notice in the CBD. Many of these exemptions have an obvious, and appropriate, justification. Others appear to be less appropriate in 1982 than they may have been in 1961 when the law was passed. (It has never been amended.) I would hope that the witnesses at today's hearings would be able to address themselves to these exemptions. In the Committee's request for comments on the legislation, we have asked each of the agencies to address this issue as well.

I am confident that this Committee, and the Congress, can find a reasonable and constructive way to increase the value of the Commerce Business Daily to its users, and fulfill the policy of the Government that it is in the National interest to insure that a fair proportion of the total Federal purchases be placed with small business.

Thank you.

STATEMENT OF DEPARTMENT OF HEALTH AND HUMAN SERVICES ON S. 1947

You have requested our comments on S. 1947, a bill "to improve small business access to Federal procurement information."

The bill would amend section 8(e) of the Small Business Act to provide that whenever a procuring agency is required to publish a notice of procurement action it may not issue a solicitation for procurement action until at least fifteen days have elapsed from date of publication of a proper notice in the Commerce Business Daily (CBD). The bill would also require that all solicitations allow a minimum bidding time of thirty days. Further, no order could be placed under a basic agreement, basic ordering agreement, or similar arrangement, for thirty days after publication of a proper notice of intent to place the order.

The bill would affect our procurement operations by adding at least five days to the time it takes to make a contract award, by increasing from ten to fifteen days the time that must elapse after publication in the CBD before a solicitation could be issued. Also, the thirty day period required for bid or proposal preparation in all cases would not allow our contracting officers to shorten this period when the supplies or services are urgently needed. These requirements would further complicate the procurement process which is already criticized as too lengthy and time consuming at a time when we are currently trying to shorten and simplify it.

We cannot determine whether the bill would enhance the opportunities to participate in the Federal procurement process. However, stricter adherence to existing procurement regulations would accomplish the same goal.

In summary, we believe that the results sought in the legislation can be accomplished by stricter compliance with existing regulations. We support the position taken by the Administrator, Office of Federal Procurement Policy, regarding this legislation.

STATEMENT OF
STUART J. EVANS
ASSISTANT ADMINISTRATOR FOR PROCUREMENT
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION
BEFORE THE
COMMITTEE ON SMALL BUSINESS
U.S. SENATE

MARCH 4, 1982

Mr. Chairman and Members of the Committee:

We appreciate the opportunity to present NASA's views on S. 1947, a bill "to improve small business access to Federal procurement information." The bill would amend Section 8(e) of the Small Business Act to provide that whenever a procuring agency is required to publish notice of a procurement action, it may not issue a solicitation for a procurement action until at least fifteen days have elapsed from the date of publication of a proper notice of the action in the Commerce Business Daily. The bill also requires that all solicitations allow a minimum response time of thirty days. Further, no order could be placed under a Basic Agreement, or similar arrangement, for thirty days after the "date of publication of a proper notice of intent to place the order."

We share your concerns regarding the ability of small business firms to meaningfully compete for Government contracts. As you are aware, it is NASA policy to place a fair proportion of our total procurement dollars with small business and to ensure that small business concerns have an equitable opportunity to participate in NASA programs. There are a number of ways in which we as an Agency assist the small business community to participate in NASA programs.

For instance, the section of the NASA Procurement Regulation which implements Section 8(e) of the Small Business Act, as it currently reads, except for certain statutory exceptions, requires that every proposed procurement expected to exceed $10,000 be publicized promptly in the Commerce Business Daily, with the provision that procurements by synopsized at least fourteen days prior to issuance of the solicitation for research and development procurements and architectural and engineering services, and at least ten days for other procurements.

In addition, the NASA Procurement Regulation requires that bidding time be no less than thirty days except for commercial supplies and services. By establishing these requirements in administrative agency regulations, rather than legislation, the agency has flexibility to deal with unusual requirements as well as specific small business needs. For instance, the NASA Procurement Regulation recognizes a variety of conditions to be evaluated in establishing reasonable solicitation periods. These include the urgency of the Government's need for the items or services, the complexity of the solicitation, the extent of subcontracting anticipated, the use of pre-solicitation notices, the geographic distribution of offerors, the normal time for mail transmission of both solicitations and responses, and other related factors.

Our procurement regulations also stipulate in connection with the synopsis in the Commerce Business Daily of proposed procurements over $100,000, that subcontracting opportunities for small business firms be publicized where such opportunities exist. Also, NASA prime contractors and subcontractors are encouraged to use the Commerce Business Daily to publicize opportunities in the areas of subcontracting stemming from their Government business.

In addition to agency procurement regulations and use of the Commerce Business Daily to publicize proposed procurements, NASA has actively developed a variety of ways to advise small businesses of procurement opportunities early in the procurement process.

(1) For example, we have conducted numerous small business seminars identifying key NASA offices and individuals from whom information on proposed procurements can be obtained. As an active participant in the Federal Procurement Conference Program sponsored by the Department of Commerce for the predominant purpose of assisting small business, NASA participated in 32 congressionally-sponsored business conferences and seminars with over 20,000 attendees during calendar year 1981.

(2) We have encouraged NASA Small Business Specialists at each of our installations to meet with technical requirements initiators and ensure early dissemination of information on procurement opportunities available to small businesses. In addition, a Small Business Specialist reviews proposed procurements for the potential inclusion of capable small business firms in the pending procurement. In those situations where there are capable small business sources to ensure adequate competition, the procurement will be set-aside exclusively for small business participation.

(3) We have a decentralized procurement operation with most of the Agency's procurements made at ten field installations and have encouraged small businesses to identify their areas of expertise directly with those centers having mission requirements within their capability and within their geographical area of interest.

(4) Another approach, especially in those circumstances where we recognize the special capabilities of small, high technology firms, is the development and utilization of source information files and in achieving the broadest dissemination of procurement opportunities. In this regard, NASA issues advance information in the form of "Letters of Interest" and uses the "R&D Source Sought" procedure in the Commerce Business Daily extensively, as well as reference to the Small Business Administration's Procurement Automated Sources Sought (PASS) system to ascertain small business capabilities and maximize set-aside procurement opportunities. The extensive distribution of the Research and Technology Objectives and Plans (RTOP) manual has also proven to be an effective means for communicating NASA's research and technology interests to small firms. In addition, small firms are invited to participate in flight research experiments (Announcement of Opportunities) in areas of their demonstrated expertise. Small, high technology firms are also included in the distribution of information concerning areas of specific research interest to NASA, which often leads to meaningful unsolicited proposals. This latter information is widely distributed in what are known as "Dear Colleague" letters.

(5) NASA Contracting Officers are encouraged to identify small businesses and place them on initial solicitation lists for procurements, even though the small business may not otherwise request a copy of the solicitation. This practice is regularly done to ensure that a representative number of small businesses and small disadvantaged businesses are solicited for procurements.

(6) We have experimented with procedures such as providing small business identified by the Small Business Administration as having a capability and interest in a particular area with a copy of the NASA request to the Commerce Business Daily for publication of a solicitation notice. This has provided a cost-effective way of giving early notice to small businesses of pending procurements and affording them time to request a copy of the solicitation if they are interested in submitting a bid/proposal.

In developing these approaches, we have recognized that publication of proposed procurement actions in the Commerce Business Daily is only one a number of methods to enhance small business participation in NASA procurements. The Commerce Business Daily staff has advised that as of January 1982, there were 39,316 paid subscriptions (both from large and small businesses) in comparison to the over 10 million small businesses in the United States.

It is considered that the types of active involvement with small business identified above, are as productive in generating awards to small firms as the more passive, limited circulation of the Commerce Business Daily.

NASA's review of its small business program indicates that small businesses are currently receiving a substantial portion of NASA procurement dollars and that small businesses are being provided adequate notice of potential opportunities. Implementation of the Agency's ongoing procurement and small business programs, resulted in fiscal year 1981 in NASA direct awards to small business of $409.4 million which was 9.6 percent of the total awards to business firms. This was an increase of $24.8 million over the prior year and the highest value attained since 1965. Additionally, procurements set-aside exclusively for small businesses for fiscal year 1981 totaled $195.8 million. This represents the largest dollar volume of small business set-asides achieved by the Agency. Further, NASA's contractors awarded $419.6 million in fiscal year 1981 subcontracts to small business. This represents 32.4 percent of their total subcontract awards. Thus, in prime and subcontract awards, small business received 19.9 percent of NASA's total awards to business firms.

Ninety-four percent of all awards over $10,000 were synopsized in the Commerce Business Daily. It should also be noted that the vast majority of NASA's procurement actions are under $10,000 and therefore would be unaffected by the proposed legislation. Further, these awards under $10,000 using small purchase procedures, with certain exceptions, are currently reserved exclusively for small business in accordance with Public Law 95-507.

With respect to procurements that would be subject to this proposed legislation, we understand that the Committee's concern is that notices appear in the Commerce Business Daily too late to allow small firms sufficient time to submit bids. The Office of Procurement conducts regular surveys of NASA's procurement operations to ensure that procurements conform to policies and requirements prescribed by regulations. We have not identified any patterns of non-compliance with either the notice or the solicitation time requirements of the NASA Procurement Regulation at any of our installations. Based on these findings, we would not anticipate any significant increase in the number of small businesses participating in NASA procurements if this legislation were to be adopted. Apart from this Agency's ongoing procurement surveys, we are unaware of any cost-benefit analyses or rationale to indicate that the proposed requirements, as compared with current regulations, would increase the level of Government procurement with small businesses.

Similarly, it should be recognized that a number of this Agency's procurement requirements may be beyond the capability of small businesses. These types of procurements include certain of our major systems procurements and our full-scale hardware development procurements with competition limited to those firms which have successfully completed the initial phases of the program in accordance with OMB Circular A-109. We have serious reservations that providing longer notice and proposal preparation time under the proposed statutory mandate would enhance small business participation in these procurements.

With respect to the impact of this proposed legislation on our internal procurement process, we have a general concern with the increasing complexity of the Federal procurement function. The use of the procurement process to implement socio-economic and other non-procurement provisions particularly impedes our Agency's basic function of using taxpayer dollars to purchase needed goods and services at reasonable prices. We consider simplification of the process to be critical to improve procurement operations and key to enhancing small business participation in NASA procurements. However, the proposed legislation appears to be an additional hurdle in this process. For example, the statutory, minimum 45-day requirement would increase the lead time for awarding procurements. We strongly share the Committee's concern for small business participation, and, as indicated earlier, have taken specific actions to fully inform small businesses of NASA procurement opportunities. However, the present bill does not recognize situations where the 45-day requirement may be inappropriate and would unnecessarily delay contract award without any resulting assistance to the small business community.

It should also be noted that the uncertainties in the mailing of information from NASA centers to the Commerce Business Daily office in Chicago, Illinois; in the actual publication date in the Commerce Business Daily; and in the receipt of the publicized synopsis by the Contracting Officer to ensure compliance with the bill's time requirements would compound this lead time problem as well as add to the Agency's administrative efforts in monitoring applicable time requirements.

The bill would also have the effect of increasing the complexity of NASA's contracting procedures with small businesses. Section 8(e) of the Small Business Act currently provides for notice in the Commerce Business Daily of proposed procurement actions $10,000 and above for the Department of Defense and NASA, and $5,000 and above for civilian departments and agencies. Our understanding of the proposed legislation is that it will place additional notice and solicitation requirements at these dollar value thresholds. It should be recognized, however, that NASA was recently authorized by statute, along with the Department of Defense, to use simplified small purchase procedures for all procurements up to $25,000. These simplified procedures include extensive use of telephonic quotations. The present requirement to publicize procurements over $10,000, as well as the notice and solicitation provisions of this bill, appears to preclude the use of telephonic solicitations, thereby requiring a more detailed and formal solicitation. The result will be a greater administrative burden on both NASA and prospective small business offerors. In particular, we anticipate a slow down in the time for awarding these smaller dollar value procurements and at the same time an increase in the complexity of the small purchase process.

Our overall assessment, therefore, is that the proposed legislation would have an adverse impact on our Agency's internal procurement operations, without resulting in increased small business participation in NASA procurements. Accordingly, we believe that S. 1947 should not be adopted.

Mr. Chairman, this concludes my formal statement. I would be pleased to respond to any questions you have regarding this subject.

STATEMENT OF
WILLIAM F. MADISON, DIRECTOR, OFFICE OF SMALL AND
DISADVANTAGED BUSINESS UTILIZATION
GENERAL SERVICES ADMINISTRATION
FOR THE COMMITTEE ON SMALL BUSINESS
UNITED STATES SENATE
MARCH 4, 1982

Mr. Chairman and Members of the Committee:

Thank you for the opportunity to present the views of the General Services Administration (GSA) on S. 1947.

We at GSA are committed to the idea that the procurement process must operate in a way which is most effective and beneficial to the interests of the Government. This means obtaining goods and services in a timely, efficient, and cost effective manner. We are also committed to assuring that small business is given the opportunity to obtain its fair share of Government contracts. These are not always compatible goals. But whenever possible we attempt to give equal weight to both in operating our own procurement programs. As a former small businessman, GSA Administrator Gerald Carmen has made a personal as well as official commitment to strengthening small business' role in the procurement process.

S. 1947 would amend Section 8(a) of the Small Business Act to prohibit issuance of a solicitation for a procurement until at least 15 days after publication of a notice of intent of the action. The bill also would require a minimum bidding time of 30 days after publication of the solicitation or notice of intent in the case of basic ordering agreements. The current statutory requirement under Section 8(e) is that all proposed defense procurement actions over $10,000 and civilian procurements over $5,000 must be publicized immediately after the need for procurement is established.

This provision of law has been reinforced by a Federal Procurement Regulation (FPR) requirement that a notice of intent be published 10 calendar days prior to the date of solicitation. If the 10 day limit cannot be met, agencies must submit the notice to the Commerce Business Daily not later than the date of issuance of the solicitation. These regulatory provisions were developed with the intent of providing small business ample opportunity to bid on Government procurements. In addition, the FPR currently requires that consistent with the needs of the Government "all invitations for bids shall allow sufficient bidding time to permit bidders to prepare and submit bids." Except for commercial products and services, bidding time may be no less than 30 days.

We believe that these regulatory requirements meet the needs of the Government for a cost effective and efficient procurement process. At the same time the FPR provisions provide sufficient time for small businesses to prepare and submit bids. While there may be instances where a small business may not have sufficient time to respond to a solicitation, we believe that the most effective way to deal with this problem is to step up management oversight of the FPR and require stricter adherence to it. The 30 day bidding time in S. 1947 would be inflexible and not allow procurement officials to shorten the bidding time when this could be done without negative impact on small business. We support the current procurement system which provides flexibility while at the same time protecting the interests of small business. For these reasons, we do not support S. 1947 and support more vigorous enforcement of existing regulatory requirements. We believe such an approach will best serve the interests of the Government and the small business community.

GENERAL COUNSEL OF THE DEPARTMENT OF DEFENSE
WASHINGTON, D.C. 20301

March 3, 1982

Honorable Lowell Weicker, Jr.
Chairman, Committee on Small
Business
United States Senate
Washington, D.C. 20510

Dear Mr. Chairman:

This is in response to your request for a statement of the views of the Department of Defense on S. 1947, 97th Congress, a bill "To improve small business access to Federal procurement information."

The bill would amend section 8(e) of the Small Business Act to provide that whenever a procuring agency is required to publish notice of procurement actions, it "may not issue a solicitation for a procurement action until at least fifteen days have elapsed from the date of publication of a proper notice of the action" in the Commerce Business Daily. The bill also requires that all solicitations allow a minimum solicitation response time of thirty days. Further, no order could be placed under a basic agreement, for thirty days after "date of publication of a proper notice of intent to place the order." Essentially, the bill would make mandatory our general policies on these matters and would extend our policy of, when feasible, synopsizing proposed procurements ten days before the issuance of solicitations to a mandatory fifteen days.

We are in accord with the spirit and intent of this bill. We have always supported the small business program and have welcomed small business participation in Defense procurement. We feel, however, that our present synopsizing and solicitation procedures provide the maximum opportunity for small business participation without unduly disrupting our procurement process.

Our present policy on synopsizing, which is based on section 8(e) of the Small Business Act, is set forth in the Defense Acquisition Regulation. To allow concerns that are not on current bidders' lists ample time to prepare bids, proposals, or quotations, purchasing offices should, when feasible, synopsize proposed procurements no later than ten days before the issuance of solicitations, or the placement of orders against basic ordering agreements if such basic ordering agreements had not been previously synopsized. This policy provides the necessary advance notice of proposed procurements without the mandatory requirement of the proposed bill. We believe that a mandatory restriction against issuance of solicitations until fifteen days after synopsizing would unduly delay and complicate the procurement process at a time when we are trying to shorten and simplify it. Further, any effort to extend procurement lead times could adversely affect the carrying out of the Defense mission.

As for bidding time, the Defense Acquisition Regulation states that, consistent with the needs of the Government for obtaining the supplies or services, all invitations for bids shall allow sufficient bidding time to allow bidders an adequate opportunity to prepare and submit their bids. As a general rule, bidding time shall be no less than 30 calendar days. We believe that having such a requirement in our regulation is preferable to a statutorily imposed one, and accomplishes the same purpose. In our opinion, a rigid statutory 30-day bidding time, without any exceptions, would not provide the necessary flexibility to shorten the bidding time when required by unusual circumstances.

In summary, we do not see the necessity for this bill as our current regulations essentially require implementation of similar synopsizing and bidding time provisions to the extent feasible. Further, we are concerned with the bill's inflexibility. Our ability to fulfill operational requirements could be adversely affected if the Department were to be mandatorily bound by the bill's provisions, particularly with respect to the 30-day bidding time where no exceptions are cited. In our opinion, it would be preferable to handle procurement procedures of these kinds through regulation rather than by statute.

The Office of Management and Budget advises that, from the standpoint of the Administration's program, there is no objection to the presentation of this report for the consideration of the Congress.

Sincerely,

L Niederlehner

for William H. Taft, IV

Senator **Hayakawa**. Senator Nickles.

STATEMENT OF HON. DON NICKLES, A U.S. SENATOR FROM THE STATE OF OKLAHOMA

Senator **Nickles**. I applaud you for holding these hearings today and all of your efforts to open up more doors for small businesses. It is a positive and a fruitful effort, and it can do a lot to reduce the cost of Government if we increase the number of people bidding on these contracts. As chairman of the Small Business Subcommittee on Government Procurement, I am very interested to learn of the results of this hearing.

I have in the past been a small businessman, and I still consider myself one. I subscribed to the Commerce Business Daily in the past, to see whether or not there would be Government contracts that would be fruitful for our firm to engage in. I remember in first familiarizing myself with some of the Government contracts that were coming about that. I was amazed at the volume, the degree, and numbers of contracts that there were.

I remember having a staff person go over the Commerce Business Daily in our business, and have them try to highlight the contracts that they thought might apply to our particular venture. I also remember trying to interpret some of the guidelines that were given, whether or not blueprints would be available. Thinking back to several years ago, I think we decided we would not bid on Government work because of the complexity that was involved in our business.

Hopefully, the hearings you are having today, your legislation, and the issues that you will raise today will open up some doors. I pledge to you our efforts on behalf of the Government Procurement Subcommittee and also the endeavors of labor, commerce, and other areas of the Senate to see if we cannot greatly expand Government procurement opportunities for small businesses. I think that being able to bid on a free and competitive basis would be a very positive step.

I compliment you, and I am glad to participate with you.

Senator **Hayakawa**. Thank you, Senator Nickles.

I think we now will hear from our first witness, Mr. Dale Moody of D. Moody & Co., Inc., of Tulsa, Okla. Mr. Moody, we are glad to see you.

STATEMENT OF DALE M. MOODY, D. MOODY & CO., INC., TULSA, OKLA., ACCOMPANIED BY NATHANIEL E. GRIFFIN, SR., PRESIDENT, D. P. ASSOCIATES, INC., HUNTSVILLE, ALA.; AND JOHN C. RENNIE, PRESIDENT, PACER SYSTEMS, INC., BURLINGTON, MASS.

Mr. **Moody**. Thank you, sir. My name is Dale Moody. I have a small business engaged in the supply of aircraft parts.

I wish to thank the members of this committee for the opportunity to speak today on S. 1947 and the Commerce Business Daily in general.

Over the years, I have become thoroughly familiar with the Commerce Business Daily, and I cannot stress too much how important the CBD is to small business. Unfortunately, however, the CBD frequently does not perform its function adequately. Sometimes this may be the fault of the publishers. More frequently, Federal procuring agencies are to blame.

These deficiencies are particularly vexing in the area of sole source contracts, which are precisely where small businesses can save the Government the most money. It is not economical or feasible for a small business such as mine to have onsite representatives at the several dispersed procurement points for our products. If we are to learn of all contracting opportunities, it must be through the CBD or a similar service.

Problems with the CBD have been so severe that, on two occasions I have had to file bid protests with the General Accounting Office. I would like to tell you about those protests today.

The first of these bid protests concerned the Army. I took them on because I understood they were undermanned. The Army did place a notice in the CBD regarding several orders. However, when I tried to compete for this business, I was told that it was too late—the contract had been awarded. The Army was actually publishing the CBD synopsis after it had placed the order. That was in 1977.

I protested this practice to the General Accounting Office. Through my attorney, Mr. Joseph Petrillo, I argued that synopsis had to occur before the order was placed. The Comptroller General agreed with me. He held that the order must be published in the CBD before award. In the words of the decision:

> Timely synopsis is required * * * so as to allow potential bidders an opportunity to compete. The publishing of a fait accompli does not allow alternate sources to bring their existence to the attention of the Government.

But other problems arose, this time with the Navy in 1978. Again I protested to GAO. Without any problem, I was able to identify 26 purchases from one contract by the Aviation Supply Office in which there was insufficient notice. In 6 cases, the notice was published after the date of award; in the other 20 cases, there were fewer than 10 days between publication and award. In almost half of these 20 cases, there were fewer than 4 days between publication and award.

The Navy tried various ways to duck out of its obligations. All failed. The Navy claimed it could never be timely: That all of the thousands of parts it purchased each year were urgent. The Comptroller General easily dismissed that nonsense and held that urgency was the exception not the rule.

The Navy also asserted that it was doing enough to promote competition by posting these orders on a bulletin board in Philadelphia. Of course, this was not much help to a company like mine, located in Oklahoma. The GAO agreed and held that a bulletin board was no substitute for the CBD. Quoting my earlier bid protest, the GAO stated that advance notice in the CBD was the only way to get competition for this type of procurement.

The results in these bid protests were not entirely satisfactory, however. For one thing, I never had a chance to compete on the protested orders. By the time GAO issued its decision, it was too late to stop delivery on the issued contracts. In addition, some agencies still issue late notices in the CBD, knowing that they will probably get away with violating the regulations and contravening the Comptroller General's decision.

This is after the expenditure of a great deal of my time and close to $20,000 on obtaining favorable decisions, which the agencies obviously ignore. The biggest disappointment with these bid protests was that they did not go far enough. The statute says that the synopsis must appear "immediately after the necessity for the procurement is established." The regulations, however, say that 10 days notice is enough. All GAO will do is to hold the agencies to this regulation.

Unfortunately, 10 days is often not enough. It does not take into account communication delays, in getting the CBD to me, in getting a copy of the solicitation from the agency, and in getting my bid to the agency. And without going into the details, I am sure you appreciate it takes time to prepare and price a bid. Instead of 10 days, I could use 45 or at least 30.

That is why S. 1947 is so important. It will establish reasonable minimum time periods. In the case of a truly urgent procurement, the agency will not have to publish a notice in the CBD, nor will it have to abide by the minimum time periods of S. 1947.

However, for the great majority of procurements, those which are not truly urgent, small businesses like mine will have a chance to compete. Since S. 1947 proposes a change in statutory law, I believe that it is more likely to be observed by agencies than a mere regulation or Comptroller General's decison.

Passage of S. 1947 would help a great deal, but it will not mean a perfect CBD. There are still other problems which I urge you to look into. Important information often is omitted from CBD notices. For instances, some agencies neglect to publish the date by which bids are due. I examined just two recent issues of the Commerce Business Daily and found 114 notices which did not set out a closing date. How may I file a timely bid, when the closing date is not known? How may an agency be accused of failing to allow the 10 days between publication and closing when there is no closing date. Fifty-seven of those instances did not allow the 10 days between publishing and opening.

There are other inadequacies in CBD notices which occur all too frequently. In numerous instances, they do not state the name or telephone number of a person to contact. Other vital information is omitted, such as a full description of item being purchased. In our business, this means part number and national stock number. We also need to know a solicitation number. Without that, the agency cannot possibly relate the bid to the requirement.

If the CBD is to be useful, the agencies must set forth certain minimum information. I see no reason why all notices printed in the CBD cannot contain this basic information, and I see no reason why this information cannot be printed in the same format for all agencies. Standardized formats would make things easier for the agencies and the CBD's editors, as well as for its readers. There are explicit regulations and definitive decisions by the Comptroller General, and yet as I have demonstrated, the bureaucracy files serenely ahead on its own independent course, a course which hamstrings the small businessman and increases the taxpayers' burden.

We need badly a longer period between CBD publication and bid closing. We also need full information in standard DOD format. Thank you very much for your time and attention, and I would be happy to try to answer any questions you may have.

Senator **Hayakawa**. Thank you, Mr. Moody. Your final point is a good one: You see no reason why this information cannot be printed in the same format for all agencies, such as who to contact, what is the telephone number, and what is the date of closing for bids. In the past, I have been editor of publications of one kind or another, and there are certain routine things like that which we demanded of every notice. It seems to me a very simple demand to make. I am not saying that I am ignoring the rest of what you say, but this part seems to me to be an editorial question, and I am just surprised that it has not already been met.

We will come back to questioning you, along with the others, after we have heard the testimony from the other two gentlemen.

Next, I have the pleasure of introducing Mr. Nathaniel Griffin of D. P. Associates, Inc., of Huntsville, Ala.

Mr. **Griffin**. Distinguished Senators, it is an honor for me to be here this morning. My name is Nathaniel Griffin, and I am president of D. P. Associates. We are a full-service minority data processing firm in Huntsville, Ala., and we have been in business 11 years. Our company was jointly conceived and created by Triana Industrial Development Co. of Triana, Ala., and Computer Sciences Corp., a leader in the field of data processing.

D. P. Associates participated in the 8(a) procurement program until January 1978, at which time the company was graduated from the program. D. P. Associates provides data processing support to both Government and private industry, with its major support being in the Government arena. Since graduating from the 8(a) program, the company has managed to survive through mostly subcontracting opportunities with large prime contractors. DPA has subscribed to the Commerce Business Daily for a number of years and will continue to do so. I have been asked to testify concerning the CBD and the impact it has on DPA.

We at D. P. Associates have not been successful in our efforts to utilize the Commerce Business Daily publication. It is our opinion that a number of factors have caused this lack of success. First of all, there is frequently scanty descriptive information of the procurements, with not enough content to allow determination of requirements. Second, there is a lack of uniformity of the requirements, which makes review more difficulty. Consistency in formatting would be extremely helpful in the expert and technical services areas in which DPA has expertise.

Third, there are frequent coding errors, that is, a failure to mark set-asides and sole-source procurements. The fact is discovered after reading the content of the synopsis of the requirements. Fourth, information on sole-source procurements concerning subcontracting opportunities is oftentimes misleading and outdated. For example, sole-source procurements that offer no subcontracting opportunities to firms that inquire because small business firms have been identified and are being utilized.

And last, there has been a timing problem that has deterred us from our ability to respond to requirements in the CBD. The short response time, less than 30 days, on a number of requirements makes it impossible for DPA to request and review the solicitation. I have several recent examples: (1) "If interested, make inquiry before February 20, 1982," and this appeared in the February 18 issue of the Commerce Business Daily; (2) "If interested, make inquiry before February 18," and this appeared in the February 22 issue of the Commerce Business Daily; and (3) "Tentative closing date of March 2, 1982," appeared February 3 in the Commerce Business Daily. On the other hand, 30-day response times severely hamper our ability to adequately prepare a competitive proposal.

The old cliche, "If you don't know about a procurement before you see it in the Commerce Business Daily, forget it" has held true for DPA for the 11 years we have been in business. The current marketing frenzy is such that one or more competitors will have influenced most procurements, are aware of funding limitations and/or the detailed technical requirements, and they are waiting for the solicitation oftentimes with a draft proposal already prepared.

In addition, to correct the factors noted above, I would suggest the following: Possibly segregate the small business set-asides; second, reevaluate the content of solicitations from the subscriber's point of view to tell him what he wants to know as nearly as possible; and third, I recommend that limitations such as geographic locations and specific experience requirements be applied to all small business set-asides.

I believe in the long run, these changes would reduce Government costs. There are far more readers than publishers of the CBD, I hope, and much of the reading time gets charged back to the Government, possibly as overhead. Furthermore, more descriptive synopses would result in fewer RFP's being ordered, just in case it is of interest. Also, these changes would increase the proposal efficiency for small businesses and speed up the evaluation process.

I think the bill, S. 1947, would definitely improve our and other small businesses' access to Federal procurement information, in that it would substantially reduce nonproductive marketing efforts by small businesses and still be fair. This would allow small businesses to investigate procurements prior to issuance of solicitations and give them a better opportunity to plan and prepare a competitive proposal.

Once procurements are issued, a "blackout" period is instigated by the procuring agency, which prevents any communication with the agency. Also, this bill would give procuring agencies additional procuring sources which would allow them more competitive and cost-effective proposals.

I, as the president of D. P. Associates, a small data processing firm, feel that this bill would definitely aid our firm in its quest to increase its participation in Federal procurements. Thank you very much for the opportunity to give my testimony on behalf of this bill to improve small business access to Federal procurement information.

Senator HAYAKAWA. Thank you, Mr. Griffin. I must ask all three of you gentlemen to excuse me. I will turn the chair over to Senator Nickles because I have an appointment elsewhere that I am almost late for now. We are grateful for your testimony. I am sorry not to wait for yours, Mr. Rennie.

Senator NICKLES. Mr. Rennie, would you care to proceed?

Mr. RENNIE. Yes, Senator; perhaps in the interest of time, I would like to request that my statment be entered into the record verbatim, and then I will try to synopsize it.

Senator NICKLES. I appreciate that. All the statements that will be given today will be entered into the record as if read. So if you care to summarize them, that would be fine with the committee.

Mr. RENNIE. I appreciate also the opportunity to appear before you today. As I see it, my appearance here has really three purposes: first to express support for S. 1947; second, to add to the dialog concerning the increased participation of smaller businesses in Federal procurement; and third, to just express the appreciation of the smaller business sector for the efforts of the committee on our behalf. We appreciate it very much, and we will try to cooperate with you as much as we can.

My name is Jack Rennie. I am president and chairman of the board of Pacer Systems, Inc., a privately owned company with headquarters outside Boston, Mass., but with plants and facilities in Pennsylvania, Virginia, Florida, Maryland, and California.

We have grown from 1 to about 225 employees since we were founded in 1968, and we deliver hardware, high-technology products, and engineering services to the Federal Government and to commercial customers, both domestically and overseas.

In the 14-year history of the company, we have had roughly 300 U.S. Government contracts, ranging in value from below $1,000 to $2.3 million individually. I am also appearing on behalf of the Smaller Business Association of New England, which is the oldest regional association of small businesses with about 2,000 company members. In that organization, I am vice president and member of international trade, Federal procurement, and innovation committees. This year, I have special responsibilities in the areas of smaller business related legislation.

Also bearing on my testimony today, I would like to add that prior to my going into the private sector, I was a U.S. naval officer, a Navy test pilot, and manager of research and development, and engineering programs in the Navy, some of them involving pretty sizable procurements. So, unlike most of my colleagues in the small business sector, I have had experience on both sides of the Federal procurement picture, both as a contractor and as someone who ran procurements myself.

Although I have observed many of the same things that have been mentioned by my two colleagues here previously, I decided today that I would focus my testimony more on the adequacy of the time period allotted, currently the 10 day/20 day, even when the CBD complies with the regulation and actually works the way it is supposed to. To put my comments in some sort of framework, I would like to just review that part of the procurement process that leads up to the actual solicitation.

For our purposes today, I would like to say that the germane portions of Federal procurement would be the pre-CBD-notice stage and then the post-CBD-notice stage. In the first phase, before the notice of intended procurement is published in the CBD, the Government agency involved has to develop and document a requirement, submit the requirement details for funding, either within current year funds or for later year budget requests or both. If money is available, they have to develop a procurement package, decide whether the procurement will be competitive or noncompetitive, get approval for the procurement, and send notice of the impending RFP to the Commerce Business Daily. I will have additional comments on this in a few minutes, but I would like to pick up the process at that point.

The RFP notice is then scheduled, printed, and distributed in the CBD. Prospective contractors receive the CBD or review it at an offsite location and take note of the impending RFP. Those companies that are interested apply for copies of the RFP package. The package is then issued to the qualified bidders. The companies receive the bid package, verify its content to see that it is complete, review the information, and identify references—an important point I will come back to. The companies obtain the references, review them, and apply for subreferences, and submit questions to the Government for clarification if necessary. The companies then make a bid/no-bid decision. The bidding companies then prepare the quotation and/or proposal, and finally the bidders forward their proposals to the procuring agency so that it will arrive before the stipulated deadline.

Now, let us look at the prepublication stage and see what really goes on here. First, as I outlined above, several of these activities occur in parallel; there is no doubt about it. For example, the decision to go competitive or not evolves during the RFP package development and budgetary submittals, because things such as sole-source justifications have to be written and entwined with the nature of the requirements, the urgency of the timeframe, and things of that nature.

But regardless of how parallel these things are, this phase, mainly taking place in the procuring agencies, does not take place in a matter of days or even weeks in most cases. We are talking about months or even years in larger procurements. Naturally, the larger the procurement is, the more time this takes to prepare. But even smaller procurements take a good deal of time, from initial concept, initial definition of a requirement, to the time the RFP is issued. In relatively small procurements, the need to fulfill the requirement is seldom so critical that a few days, more or less, would make any difference.

The point is that the difference in time proposed in S. 1947 is miniscule compared to the period involved with the RFP preparation. In my opinion, therefore, it has essentially no impact on the effectiveness of the procurement. Either the RFP notice information should be transmitted to the CBD a few days earlier or the timeframe allotted in the RFP process should be delayed for a few days; neither one really affects anything in the vast majority of procurements, in my opinion. Contentions that this would slow down the Government procurement cycle may be possibly literally true in some instances but really irrelevant in terms of getting the job done.

It would also be useful to keep in mind that 85 percent of all Federal procurements, in terms of numbers of contracts, are not formally advertised for competititon. So that the proposed time extension here really affects only 15 percent of procurements in any case.

I share what I assume to be the committee's hope, that these percentages could be changed somewhat over the coming years, but it is useful in debating this bill to keep in mind that we are, de facto, talking about competitive and, for the most part, noncritical procurements; since, if they are critical or noncompetitive, they do not really apply and the time period obviously is not of importance to us. So, making the slightly extended time allowances proposed in this bill seem even more appropriate in the circumstances.

Once the CBD notice appears, the clock starts ticking with respect to the first 10 days of our cycle. Let us see the problems which arise that make this timeframe so critical.

First, the CBD, as we know, is printed and distributed in Washington, D.C. As has been mentioned previously, the elapsed time between publication and arrival at various locations around the country vary greatly. In my own company, for example, a recent check revealed that on an average we have a 1-day delay getting it in our Arlington, Va., office and 4 days in our San Diego facility. Last week, in our San Diego plant, the CBD's for February 17, 18, and 19 all arrived together on the 23d, not an unusual occurrence in our experience.

Second, you can imagine that the president or key people in these smaller companies do not hang around the mailbox every day, waiting to read the CBD's. I recall that when I worked at Raytheon they had a clipping and routing service, where there was someone tagged to read the CBD, extract what was of interest, and route it directly to the people in the company of interest. Naturally, key people in smaller companies may be on trips, they may be distracted with other things, such as GAO protests, and it may be a day or two before they ever get to actually read the CBD.

If the RFP is of interest, the company then may decide to ask for a copy. In many, if not most cases, this requires a telegram or a written application of some sort, a requirement I tend to agree with, by the way, rather than phone-in-type applications. At a minimum, this requires 1 more day, even if some kind of priority mail is used.

By the time the request arrives, quite often the procurement agency may be all out of RFP packages. This has happened to us on numerous occasions and to other companies that I know of. Even if the company insists and the agency agrees to send the package, there are frequent delays in reproduction of a new RFP package. If the RFP request has to be accompanied by qualifying information, then the request for the copy of the RFP is further delayed.

Senator NICKLES. Mr Rennie, could I ask you to summarize your statement? I have a couple of questions I would like to ask all three of you, and I am going to have to leave in just a second.

Mr. RENNIE. Yes, sir; basically, this first part of the process can take anywhere from 4 to 11 days. A similar analysis of the process where currently you are allowed to 20 days, as I have indicated in the statement, can take anywhere from probably a minimum of 11, under the most optimum circumstances, and easily 50 days with not the worst but somewhat less than optimum circumstances. So that basically speaking, we feel that the time allotted is just not sufficient, and the added time in this bill is a modest move in the right direction, in my opinion.

I feel that by increasing the amount of time as provided in the bill, we will improve the chances of the smaller company's participation, broaden the industrial base that the Government needs for greater, improved, and more effective competition; and as a result, the cost to the Government will actually be reduced, with better bids, improved competition, a broader industrial base, a better data base for the procuring activity so they will not need to print more RFP's than necessary; and fewer errors in the responses, which often end up in postaward problems of all kinds.

For these reasons, I support the bill, and I feel it should be passed at the fastest possible speed.

Senator **Nickles**. Mr. Rennie, and all the panelists here, what percentage of business do you do that deals directly with the Federal Government? And out of that, what amount of your business results from the Commerce Business Daily?

Mr. **Rennie**. I think something like 70 percent of our business is with the Federal Government currently, both hardware and services, and most of our work does not come through the Commerce Business Daily in the sense we are talking about here.

Senator **Nickles**. A small fraction?

Mr. **Rennie**. Yes, a small fraction. Not much.

Senator **Nickles**. Mr. Griffin?

Mr. **Griffin**. Approximately 90 to 95 percent of our business is with the Federal Government.

Senator **Nickles**. Are you in the computer business?

Mr. **Griffin**. Yes, data processing.

Senator **Nickles**. How much of that comes from the Commerce Business Daily?

Mr. **Griffin**. Practically none.

Senator **Nickles**. Mr. Moody?

Mr. **Moody**. Approximately 75 percent is from the Federal Government. I would say that only 20 percent comes as a result of the CBD.

Senator **Nickles**. Mr. Moody, how many employees do you have? You all mentioned that you were small businesses, and others related the size of their company. I am not sure that I got the size of yours.

Mr. **Moody**. I have a very small company. I have seven employees. I have been in business 34 years, in the same business.

Senator **Nickles**. Did you mention engine parts?

Mr. **Moody**. Aircraft parts.

Senator **Nickles**. Do you manufacture those?

Mr. **Moody**. I have stocks of them, and I have sources for them.

Senator **Nickles**. You mentioned that you had two bid protests. You protested those to the GAO, and basically they found out that when the notices were published in the Commerce Business Daily, the contracts had already been awarded? Is that correct?

Mr. **Moody**. That's correct.

Senator **Nickles**. What happened to those protests, aside from GAO saying that it should not have happened? Did anything happen? Did the agencies reopen those bids?

Mr. **Moody**. The contracts were already let by the time the decision was made. Quantities had been delivered.

Senator **Nickles**. Did you lose money on those particular contracts? Did the original manufacturer of those parts get the contracts, or did they go through another wholesaler?

Mr. **Moody**. Yes, the OEM.

Senator **Nickles**. That brings me to a point you made, Mr. Griffin. You made a comment that I had once heard, but haven't heard in a long time: If you don't know about a solicitation before it appears in Commerce Business Daily, you're too late already. You said basically you did zero business that came from the Commerce Business Daily?

Mr. **Griffin**. Very definitely. We have found that with most of the procurements, especially in the expert and technical services areas, larger firms are able to do their marketing ahead of time. Being a small business firm, we do not have the resources to go into the agencies and do an adequate job of marketing. So in our situation, when we see something in the Commerce Business Daily that we feel we could bid on, it is usually too late because most of the firms have found out about it prior to the time it appears in the Commerce Business Daily; consequently we cannot get our marketing strategies together during the timeframe that is required to bid.

Senator **Nickles**. Do you think you are losing because of the time or because you do not have enough time to get your strategy together? Would you be able to compete with them if you had another month?

Mr. **Griffin**. I think that in the 30-day timeframe DPA would be able to compete, especially in the small business arena where small business set-asides are available. Once a procurement appears in the Commerce Business Daily with this 15-day timeframe, it would allow us to communicate further with the procuring agency to get further information in order for us to decide whether we want to bid on the requirement or not.

Senator **Nickles**. Did you say that about 90 percent of your business is done with the Federal Government?

Mr. **Griffin**. Yes.

Senator **Nickles**. But none of these come from the Commerce Business Daily. So are you really looking at the Commerce Business Daily as a vehicle to expand your business?

Mr. **Griffin**. Yes.

Senator **Nickles**. But to date you have had little luck. I noticed that in the type of business that I was in, we did not find the particular parts that we manufactured in the Commerce Business Daily. That is not a fault of the Commerce Business Daily; our product line did not match that of existing Government procurements. So there are different reasons why different companies may or may not be successful in some contracts.

Mr. Rennie, I have one additional question for you. You mentioned that you had over 200 employees. What type of business is this?

Mr. **Rennie**. We manufacture flight simulators and airspeed systems for helicopters, and we also provide engineering services to a variety of Government activities, such as system-design work.

Senator **Nickles**. Are those types of simulators standardized enough to where bids would be advertised in the Commerce Business Daily or are your products too unique?

Mr. **Rennie**. Actually, most of our simulator product lines have been sold commercially. Our strength is in the affordability, and we have had some problems with Government procurements. They tend to feel: "If it costs less than $1 million, it can't be worth anything." Now they are drifting in our direction, and there have been procurements recently of our types of simulators. It is not a standard item, as there is always a certain amount of customization, but they are coming out now with procurements for our types of devices.

Senator **Nickles**. Gentlemen, I personally appreciate the time that you have taken to come before the committee and to give us your expertise and also some of your recommendations. We also have gentlemen that directly produce the Commerce Business Daily appearing later, and I think your comments and suggestions will be received by them with interest.

Senator Rudman and I appreciate your comment: "If it's not worth a million, it's not worth it." It is falling on exactly the correct ears in Senator Rudman, because he has been a leader in the Senate for trying to eliminate Government waste in all areas, including defense and particularly in Government procurement policy. I think your comments are well made. I have to be excused, because I also have a meeting, but thank you for your input.

Senator **Rudman**. Mr. Rennie, I found that specific comment very interesting, because we are currently involved in a brawl—I guess that is the best definition I can give for it—with a segment of the Defense Department involving a procurement of a system where not only were the costs so low that it convinced them that it could not work, but the technology was just so incredibly good that the Defense Department's research people felt: "That's never been done before, so of course it can't be done," and just proceeded to completely overlook it. That is the *Julie Laboratories* case, and it has been on "60 Minutes" and has received a great deal of publicity. It really comes in the same general area that we are talking about this morning.

I get the feeling sometimes that on many of these procurements, one of your problems with CBD is that the large corporations and the major associations that have a heavy presence here in Washington are really plugged into what is going on. I do not say that is incorrect; it is very good business on their part, if they can afford to do it. But by the time these things reach Commerce Business Daily, these people very properly have learned that these procurements are in the offing and in fact have been preparing to respond to them long before they officially are advertised. Is that an accurate assessment, Mr. Griffin?

Mr. **Griffin**. Yes. I said in one of my statements that I think this is very true. We found that with our limited resources, especially in the area of marketing, we cannot afford to do the lobbying and have the people here in the Washington area. It limits our capabilities in the area of responding to requests that do appear in the Commerce Business Daily.

Senator **Rudman**. Mr. Rennie?

Mr. **Rennie**. Senator, I would say that Government procurement is a big subject that I know you are very involved with in several different ways, but the key point here is that there is nothing really capitalistic or nothing really free market about the Federal procurement system. It is a peculiar part of our economy, where you basically have one customer who sets all the rules, sets the standards, selects who it wants to compete, if it wants to compete, et cetera.

So, the role of the Commerce Business Daily is partially to give notice. But for those things that can be competed—that is, things that are standardized enough or explainable enough—it is the role of the publication to give companies that do not have the inside track, so to speak, some chance at procurement and broadening the industrial base of the Government's procurement system.

In my case, since I was on the other side of the fence as a procurer of systems and so forth, when I went into something like Government, I knew I had to begin to plug into the contacts I had and so forth. I am testifying here today maybe not so much on behalf of my own company but for the smaller business sector in general. Not all companies obviously can afford to do it. In very complex systems, requiring inate knowledge of the requirement and so forth, patently you have to be involved with the process before it arrives, short of extending the timeframe in S. 1947 to 1 year, which would be enough time to do it, but for other reasons that is impractical with the budgeting process and so forth.

Senator **Rudman**. There is no question that a lot of the systems that are subject to procurement, particularly in the Defense Department, are so complex and so specialized that they obviously are not appropriate for the kind of thing we are talking about today. On the other hand, there is an enormous number of products that are now purchased under specification that many of us feel ought to be off-the-shelf items, such as the systems you are speaking about. I am sure that some of the things that Mr. Moody has in his business are really off-the-shelf items.

The other problem we have with most of these procurements is that there production averages an enormous amount of time. The infantry-fighting vehicle has been in the planning stages, now coming into production, for 17 years. The M-1 Abrahams tank was originally thought of, and conceived and laid out 20 years ago, but by the time we finally get it deployed in the field it does not even meet the threat that is out there. So we have some other problems.

How long does it take you to prepare a bid for the kind of thing that we are talking about here? Certainly not the highly complex systems, but the items that you can respond to, how long does it take you to prepare a bid to respond, and about how much does it cost you to prepare that bid? Mr. Rennie, why don't you start?

Mr. **Rennie**. I would say that ours obviously would be a little more complex than some of the others, but I would say that on an average it would take us 3 to 5 weeks to prepare a proposal, with all the costing and so forth. Sometimes it would take much longer, and we would use the whole 60 or 90 days, and other times we might prepare a smaller one. Keep in mind that a lot of times work comes from just a work statement, so it would just take a few days to prepare. But I would say, on an average, 3 or 4 weeks and probably something like $10,000 or $15,000 average.

Senator RUDMAN. Mr. Griffin?

Mr. GRIFFIN. I would say approximately 30 days, with about $5,000.

Senator RUDMAN. Mr. Moody?

Mr. MOODY. Since mine are off-the-shelf items, bid preparation is no problem.

Senator RUDMAN. So it is just a matter of normal, ordinary business response in your case?

Mr. MOODY. Right.

Senator RUDMAN. Gentlemen, I wish I had been able to hear your entire statement. We all have other meetings, as is apparent this morning, with a lot of things going on today. We do have a witness who has to go to a budget hearing, and I am going to thank you all for appearing here. If we have additional questions for the record, we will send them to you. Thank you so much for helping us this morning.

[The prepared statement of Mr. Rennie follows:]

STATEMENT OF JOHN C. RENNIE, PRESIDENT, PACER SYSTEMS, INC.

Mr. Chairman and Members of the Committee:

I appreciate very much having the opportunity to appear before you today. My appearance, as I see it, has three primary objectives:

a. To voice support of Senate Bill 1947;

b. To add to the dialog concerning improvement in smaller businesses' participation in federal procurement; and

c. To emphasize again that the smaller business sector of the economy cares about and supports the Committee's efforts on our behalf.

Introduction

My name is Jack Rennie; and I am President and Chairman of the Board of PACER Systems, Inc., a privately-owned Company with headquarters outside Boston, MA and with facilities in PA, VA, MD, FL and CA. PACER has grown from one to 225 employees since its founding in 1968, and delivers high technology hardware products and engineering services to the Federal government, as well as commercial customers in the U.S. and overseas. In the fourteen -year history of the Company, we have captured more than 300 U.S. Government contracts, ranging in individual value from $750 to over $2.3 million.

I am also appearing on behalf of the Smaller Business Association of New England (SBANE), the Country's oldest regional small business association with almost 2000 member companies from six states and virtually every industry. Within SBANE, I am a member of the International Trade, Federal Procurement and Innovation Committees as well as having special responsibilities this year in the area of smaller business-related legislation.

Also bearing on my testimony here today is the fact that prior to entering the private sector, I was a U.S. Naval Officer and Experimental Test Pilot and a Manager of Navy Research, Development, Test, and Evaluation (RDT & E) Programs. In these capacities I was responsible for, or heavily involved in over $500 million in procurements, ranging from individual equipments to major systems.

So, unlike most of my colleagues in the smaller business sector, I have had responsibilities on both sides of the Federal procurement picture. It is upon this background that I base my comments and offer my testimony.

The "Procurement Process"

Although I have observed and am concerned about the frequent late notice of solicitations in the CBD, I have ~~foreased~~ focussed my testimony on the adequacy of the time period allotted even when the CBD complies with the regulations. To put my specific comments in some sort of framework, I thought it might be useful to review part of the "procurement process" briefly, because it is to this process that the thrust of S.1947 is addressed.

For our purposes, we can divide the germaine portion of the Federal procurement process into two stages: the pre-CBD notice phase; and the post-CBD notice phase.

During the first phase, before the notice of intended procurement is published in the Commerce Business Daily (CBD), the government agency involved:

- Develops and documents a requirement;
- Submits the requirement details for funding either within current year funds or for later year budget requests, or both;
- If money is available, develops a procurement package;
- Decides whether the procurement will be competitir or non-competitive;
- Gets approval for the procurement; and
- Sends notice of the impending RFP issuance to the CBD.

I will have additional comments about this activity shortly; but let me pick up the process after arrival of the RFP notice information at CBD. The second phase of the procuremnt process involves the following steps:

- The RFP notice is scheduled in the CBD, printed and distributed;
- Prospective contractors receive the CBD or review it at an off-site location and take note of the impending RFP announcement;
- The companies apply for copies of the RFP package;
- The RFP package is issued to qualified bidders;
- The companies receive the bid package, verify its contents, review the information and identify references;
- The companies obtain the references; review them and apply for sub-references and submit questions to the Government for clarification, if necessary;
- The companies make bid/no bid decisions;
- Bidding companies prepare the quotation and/or proposal; and
- Bidders forward their proposals to the procuring agency so as to arrive before the stipulated deadline.

Examination of the "Pre-Notice" Phase

Now let's look at the pre-publication phase and see what really goes on. First, this phase's activities as outlined above occur in parallel to some degree. For example, the decision to go competitive or not evolves during the RFP package development ~~are~~ and budgetary submittals because such things as sole source justification ~~and~~ are entwined in the nature of the requirement, time frames involved, etc. But, regardless of how parallel these things are, this phase takes place not in a matter of days, nor even weeks in most cases...but months and even years.

Naturally, the larger or more important a procurement is, the more time it takes to prepare; but even smaller procurements take a good deal of time from initial definition of a requirement to the RFP issuance stage. And in relatively small procurements, the need to fulfill the requirement is seldom so critical that a few days, more or less, would make any difference.

The point here is that the difference in time proposed in S.1947 is miniscule compared to the period involved with the RFP preparation; and in my opinion, therefore, has essentially no impact on the effectivieness of the procurement. Either the RFP notice information is transmitted to CBD a few days earlier; or the RFP process is delayed by a few days. Neither one really affects anything. Contentions that this would "slow down Government procurements" therefore, while possibly literally true in some cases, are really irrelevant in terms of getting the job done.

It would be also useful to keep in mind that since something like 85% of all Federal procurements (in terms of numbers of contracts) are not formally advertised, the proposed time extension would currently really effect only 15% of procurements in any case.

I share what I understand to be the committee's hope that these percentages could be changed to some degree by the implementation of S.1947 and other Bills currently under consideration. But it is useful in debating this Bill to keep in mind that we are, de facto, talking about competitive and (for the most part) non-critical procurements...thus making the slightly extended time allowances proposed in the Bill even more appropriate to the circumstances.

Examination of the Post-Notice Phase

Once the CBD notice appears, the "clock starts ticking" with respect to the first ten days of the thirty-day procedure used currently. Let's see the problems that arise which make this time frame so critical.

First, since the CBD is printed in and distributed from Washington, DC, the elapsed time between publication and arrival at locations around the Nation varies greatly. In my own Company, for example, a recent check revealed delays varying from one day in my Arlington, VA office to four days in my San Diego, CA facility. Last week in my San Diego plant, the CBD's for February 17, 18, and 19 all arrived together on February 23...not in a unusual occurence, I'm told.

Secondly, you can imagine that the President or other key people in smaller companies do not hang around the mailbox every day waiting for the CBD to arrive. Unlike big companies that often have internal "clipping and routing services" which screen CBD each day (as they did when I worked at Raytheon), the CBD may frequently take two days or more to reach the key individual's attention...another few ticks off the clock.

If the RFP is of interest, the company may decide to ask for a copy. In many, if not most, cases this requires either a telegram or written application (a requirement I tend to agree with, by the way). At a minimum, this requires one more day, even if some form of priority mail is used. Because of the delays to this point, many small businesses' requests are rejected because by the time their request arrives, the procurement agency is "all out of RFP packages". This has happened to us and numerous other companies I have talked to over the years. Even if the company insists, and the agency agrees to sent it a package, there are frequently delays in reproduction; If the RFP request must be accompanied by background data to be used to qualify bidders, more time is involved in preparing the submittal, thereby delaying the company's request even more.

Note that the process I just outlined would conservatively take four days and could under more typical conditions easily take as much as eleven days (assuming no unusual complications).

Finally, the day arrives when the RFP is issued. Now the "twenty-day" part of the thirty-day clock starts ticking.

Naturally, it takes some time for the RFP package to arrive at the company's plant. If the company is close to the procuring activity, the package may be hand-carried by a company representative. But delays of as much as six days have been experienced in my company in receiving RFP's mailed on their issuance date when they have had to travel over 1000 miles.

When the RFP arrives, the package must be reviewed. The first step, verifying that the package is complete, usually can be done quickly. But next, the RFP must be examined for references. Now, naturally these vary from one procurement to another, but generally the references can include three types:

- Government Procurement Regulations;
- Specifications/Standards; and
- Data Item Descriptions (DID's)

Once the review is complete, the Company must search for and obtain the references not held in the Company, because usually they are included by reference only and are not supplied with the package, except for the DID's.

Let me give you an idea of the scope here. In a very recent RFP we received which consisted of over 150 pages, in addition to the DAR paragraphs in th RFP, there were over 75 clauses included by reference and literally dozens of specifications, Military Instructions and regulations referenced. Our experience has been that in solicitations having values over $50,000, the number of references, etc. do not vary very much.

If a company does not have this information on hand, it must (or should) obtain it from sources which are seldom identified in the RFP. Frequently, these sources (once they are identified and contacted) are "out of stock" or often profess to being loaded with "higher priority" requests. Thus, in many instances, the company cannot obtain these in the allotted time and either no-bids or must submit a bid not knowing the full implications of the missing material. As an example, on one procurement in PACER we needed some MIL-STD specifications which we didn't have on hand because it was the first program of this type for us. We had sixty days to respond to the RFP. We were able to get the references (all of which were standard) in six weeks only because a friend of mine working at the supply facility got them himself and hand carried them to us. That is, even working on his own inside the supply house, it took him four weeks to round up the material after I asked for help.

A particularly important thing to note is that many references have sub-references which the Company may not know about until it obtains the primary reference. When this occurs, a second material search must be carried out.

Now, having gotten the material together, the prospective bidder can for the first time deduce the full implictions of the RFP. While the proposal preparation goes on in-house, requests for quotes often have to be processed to vendors or subcontractors...a process which also takes time. Two years ago we received an RFP from a Navy activity addressing an experimental development of a new type of equipment. After ten months of intra-governmental battling over the system specification, the RFP issued on November 30 with thirty days turnaround time for a fixed-price quotation. Now doing the proposal in December is bad enough (we're used to that), but it was literally impossible to get vendor quotes in the needed time-frame at that time of year. The situation presented was so impossible, we no-bid the program, even through we were instrumental in generating the idea/requirement in the first place. In fact on that competition only one company located just outside the procuring activity bid and won.

Finally, the proposal must be transmitted to arrive at the procuring activity by the designated time. Usually, in our experience, late proposals are either rejected out of hand, severely down-weighted in evaluation or are liable to be challenged by losing bidders, if they result in awards.

Thus, this part of the process can take as little as eleven days under the best of circumstances and fifty days or more under worse (but not necessarily the worst) conditions.

Summary

From this recapitulation of the "process", I hope I have made my point, namely the companies (not only little ones) have many difficulties timewise in meeting the schedule of current procurements. And, therefore, any relief in this regard would improve the chances of their participation. S.1947 is, in my view, a very modest move in the right direction, and frankly I'm amazed that anyone would oppose it.

At a time when the Government desperately needs to expand its base of industrial suppliers...and when it is becoming better understood that innovation, productivity and job creation are smaller business strengths, it is most constructive to find places where "bridges" can be built to achieve both goals.

By implementing this as a statute, I believe that compliance will improve because over the years the Small Business Administration's survillance reviews and reports to agency leaders concerning the CBD's frequent non-compliance with the regulations have not resulted in any discernible improvement.

Further, I feel that overall costs to the Government will be reduced by S.1947 because it should result in:

- Improved bid/proposal submittals;
- Improved competition from a broader industrial base;
- A better data base at the procuring activities so that the need for RFP copies, etc. will be better anticipated.

- Fewer errors in responses, which often trigger post-award confusion, bid protests, contract appeals, disputes, defaults and other costly administrative (and non-productive) activities.

For these reasons, I feel S.1947 is constructive, will improve Government procurement and therefore should be passed at the fastest possible speed without reservation.

Again, thank you for the opportunity to speak before you; and I'll be happy to respond to any questions you might have.

John C. Rennie

Senator RUDMAN. The next witness will be Mr. Richard McElheny, Deputy Assistant Secretary for the U.S. Commercial Service, U.S. Department of Commerce. Mr. McElheny is accompanied by Mr. John O'Mally, who is the editor of the Commerce Business Daily, Department of Commerce.

Mr. McElheny, welcome to the Small Business Committee. We understand that this is your first appearance before a congressional committee. Actually, you are very fortunate, because this is a very warm and friendly committee, and we never give anybody any difficulties here. So why not proceed with your testimony.

STATEMENT OF RICHARD L. McELHENY, DIRECTOR GENERAL, U.S. AND FOREIGN COMMERCIAL SERVICE, U.S. DEPARTMENT OF COMMERCE, WASHINGTON, D.C., ACCOMPANIED BY JOHN O'MALLY, EDITOR, COMMERCE BUSINESS DAILY, U.S. DEPARTMENT OF COMMERCE, CHICAGO, ILL.

Mr. McELHENY. Thank you, Senator. As you have already mentioned, I have with me John O'Mally, who is the editor of the Commerce Business Daily.

I might add at the beginning that, until recently, I had a private sector background as well, with a large content of small business experience, including successful and unsuccessful use of the Commerce Business Daily. I am entirely sympathetic to improving the CBD within Commerce and opening up more bid response opportunities through its wider distribution.

Within the Department of Commerce, we spent last year about $800,000 supporting the Commerce Business Daily and our editorial staff, $940,000 in this fiscal year, and probably $1 million in 1983. We are not reimbursed by the GPO at this time for those expenses incurred in the preparation of the CBD. Those go mostly to our editorial staff and photocomposition work in Chicago, and preparing the material to release to the GPO, which then actually prints the paper in the post office building in Chicago.

Our staff processes about 800 procurement actions each working day, which totals 200,000 per year, representing $1 billion in U.S. procurement. As Mr. Rennie mentioned, that is still only a small fraction of all Federal procurement that takes place each year, and it is probably somewhere around 15 percent. We have also recently added the MTN Government procurement agreement announcements in the CBD, which are gathered by the Foreign Commercial Service and sent to the Commerce Business Daily in Chicago as well.

What we have done recently is to try to improve the CBD service itself. We have worked with the Joint Committee on Printing and the GPO, to, in essence, bid out the CBD printed edition to the private sector, and that announcement has been made and bid responses will be sent to the GPO. We are working with them. We will evaluate those responses to determine whether or not it would be better for the Government to have the private sector print the edition. Some of the specifications that were set forth in that bid invitation included the possibility of printing in more than one location, which would give a west coast edition, for example, the possibility of reaching subscribers faster.

Another possibility we are exploring separate from that bid response is that we are now making electronic tapes available to people who could—and it has been demonstrated—disseminate the same information that is in the printed hard copy to anyone who had even a home electronic terminal, such as an Apple computer, for example. That person could inquire of that electronic data base on any given day as to what specific product category they were interested in and only have that information available to them. So they could avoid the other 32 pages of printed copy, and they could do a printout of that hard copy for their use at that time. It is a private sector project that has been demonstrated in Oklahoma and in Michigan with a firm to show that it would work and can work. We are certainly going to pursue that new method of distributing CBD information as well.

Senator RUDMAN. Would that be a system where, on a daily basis, you would simply load up your computer here in Washington with the information properly coded, and then there would be an access number, and if people have a modem they could simply connect through their modem to your computer and then get their information wherever they might be?

Mr. McELHENY. Precisely. Although hopefully the computer is not in Washington; it will be part of the private sector supplier who will, hopefully, have successfully bid on the printing of the Commerce Business Daily. They or another private sector supplier could provide the electronic data base, and it is not proposed to be a Government computer data base.

Senator RUDMAN. That certainly seems like a remarkably simple thing to put together, in light of the technology. I know that most of the small companies that I am familiar with now in my State are now in possession of various kinds of terminals, and most of them in fact have interconnects and modems. That is something that certainly seems to hold promise.

Mr. McELHENY. We are trying to catch up.

The other thing we are working with the GPO on is to have the cost accountability and a waiver to allow the Commerce Department to literally manage the whole of the responsibility, which we now do not have, for revenue collection or setting the price of the Commerce Business Daily. There are some split obligations here, so we are working with them as well, and we will be meeting with them later this week or next week to try to move that discussion a little further. It would ultimately, we hope, place the full project under the jurisdiction of the Department of Commerce.

We have also submitted with this material a copy of our annual report, which I will not get into, which summarizes the number of subscribers, which has a very high percentage of at least 95 percent of small businesses. There is also the experience we have had in the modest increase in subscribers during the last year.

Senator RUDMAN. Could you tell me approximately how much of the cost is defrayed by the subscription to the CBD?

Mr. McELHENY. None of ours is reimbursed. There is about $1 million that is not recovered. I believe the GPO has about $5 million of revenue. There have been two price increases recently. Their actual hard costs are probably estimated around $2 or $3 million, and then they also recover a very significant amount of overhead of $1.4 million or something like that. I am not sure whether that is true cost or not as it relates to the Commerce Business Daily. That is part of our discussion with them. It is unfair to get into that at this time.

Senator **Rudman**. We have other witnesses who can testify to that. Do you have any other comments that you would like to make? I have several questions, but if you have other comments, I would like for you to make them.

Mr. **McElheny**. I have two comments in summary. We are moving as hard as we can forward in improving the Commerce Business Daily itself, both in bidding for other printing sources and in moving into the electronic data base. That is just improving the things we have jurisdiction over. We are also trying to work out a much better management arrangement on revenue and subscription maintenance with the GPO.

Senator **Rudman**. Mr. O'Mally, how long does it take you to edit an item for the CBD, from the time you receive it?

Mr. **O'Mally**. That varies at different times of the year, frankly. During the last quarter of every fiscal year, the agencies feverishly try to spend all of their money before it lapses, so there is a backlog at that time. We experienced the biggest backlog we ever had last year when, from the time we received it and edited it until the time it was published, 7 working days passed. But normally, it is edited and printed and in the mail within 24 hours.

Senator **Rudman**. If you receive a draft notice from an agency, and there are less than 5 days before solicitations will be made available, would you continue to process the item?

Mr. **O'Mally**. Some of these have slipped through in the past, but normally we contact the agency, either in writing or we call them, and try to get the time extended.

Senator **Rudman**. Do you normally have a great deal of editing to do after the solicitation requests are transmitted to you from the various agencies?

Mr. **O'Mally**. No, there is not a great deal of editing. We do edit some of the material out for brevity, but no, there is not a great deal of editing.

Senator **Rudman**. I know there is some disagreement within the administration on this particular piece of legislation, but I would like to ask both of you what effect you think this would have on the production of CBD?

Mr. **McElheny**. Production? Take it in a little broader context. Having had personal experience in San Diego, trying desperately to get a bid back in time, and successfully getting that particular contract but later losing a couple of others because of the short response time, there is a definite problem there. There is a problem about that, and it is severe.

However, we must be careful, since such a small percentage of Federal procurement comes through the CBD anyway. What I would hate to see is if we somehow inadvertently make the procurement procedures more difficult for all the procurement agencies using the CBD, so that in fact they begin to back away from its use, we might in fact have less use of the CBD. There must be some balance point or some mandate for a certain percentage of use. In S. 1947, I have a feeling we might be addressing only half of the problem, and I would want to be certain that we do not accidentally discourage Federal procurement agencies from using the CBD by making them feel it is more onerous in its announcement requirements.

Senator **Rudman**. Well, you have a hearing to proceed to, and I think you have about 5 minutes to get there. We thank you very much for being here, Mr. O'Mally. We may have some questions for the record, and we will submit them to you.

[The prepared statement of Mr. McElheny and subsequent information follow:]

UNITED STATES DEPARTMENT OF COMMERCE
International Trade Administration
Washington, D.C. 20230

STATEMENT BY
RICHARD L. MCELHENY
DIRECTOR GENERAL
U.S. AND FOREIGN COMMERCIAL SERVICE
BEFORE THE SENATE SMALL BUSINESS COMMITTEE
MARCH 4, 1982

Mr. Chairman and Members of the Subcommittee, it is a pleasure to be here today.

My name is Richard McElheny. I am the Director General of the U.S. and Foreign Commercial Service. With me today is Mr. John O'Mally, the Editor of the Commerce Business Daily.

The publication of the Commerce Business Daily is one of the services provided by the Department of Commerce through the Commercial Service to increase the participation of small business in U.S. Government and MTN procurements and informing them of sub-contacting opportunities.

In FY 1981 the Department of Commerce spent $799,000 to support the administrative and editorial staffs of the Commerce Business

Daily.(CBD) In FY 1982 $940,00 has been budgeted for this function. The Departments FY 1983 budget request provides $1,045,000. The Department of Commerce is not reimbursed by the GPO for these expenses.

These funds are used to provide the editorial staff, make-up and photocomposition expenses necessary to provide the Government Printing Office with ready-to-print copy for each edition of the CBD. The editorial staff consists of four employees who are responsible for the provision of a clear, complete and concise manuscript. The manuscript is then provided to a Government Printing Office contractor for photocomposition and then to GPO for the actual printing of the paper. Our CBD staff edits for form only, substance being the full responsibility of the agency concerned. We are currently recruiting for an additional editorial employee.

The staff processes an average of 800 procurement actions each working day or about 200,000 per year. This represents currently some $100 Billion of U.S. government procurements and since the institution of MTN possibilities for U.S. suppliers over 1 Billion since last March.

These MTN actions are forwarded by Foreign Commercial Service Officers throughout the world and procurement officers throughout the government in accordance with procurement regulations and must be edited prior to publication. Delays in processing these actions, no matter what the cause, can lead to complaints of lack of adequate notice by subscribers.

We have recently taken three important steps to increase the efficiency of our CBD operations.

First, we have initiated a collaborative effort with the Government Printing Office and the Joint Committee on Printing for a feasibility study/cost analysis that will compare the current costs of publication of the CBD with the cost of publication by a private sector firms, which could lead to an award of the printing contract for the CBD to one of the firms.

The first step, a request for technical proposal has been advertised by GPO and includes the following features:

o Ability to communicate with TTY terminals;

o 2780 TV Screen telex receiving equipment or similar device;

o Ability to print and distribute from different geographic areas;

o Ability to receive copy, typeset, edit, print,bind and distribute approximately 40,000 copies of an average 32 page product every 24 hours.

- The computerization and maintenance of the mailing list.

The responses to this request are due by March 15th and will provide us with the information necessary to make a cost comparison. Should it be possible to proceed with the award of a contract for printing it should, as designed, provide partial relief in terms of efficiency and cost recovery. In this connection, however it should be recognized that under current procedures full cost recovery will not be possible. For this and other reasons we have requested a waiver of the GPO printing and revenue collection mandate from the Joint Committee on Printing which remains under active study and consideration. Approval of this request we feel certain will permit full cost recovery to the Government, better service to the small business community and probably lower unit cost.

The second step we have taken at CBD is to lease electronic editing equipment that will increase the productivity of the editiorial staff. This equipment will provide for the editing and electronic transmission to the photocomposition contractor of each day's copy saving both time and money. It is on order and expected to be functional in sixty days.

Thirdly, we have included in the existing and future GPO contracts, the requirement that a magnetic tape, a by-product of the photocomposition process, be provided to the Department. We have begun discussion with the information industry on their interest in making available an Electronic Edition of the CBD. A sample tape is under study at the University of Michigan for analysis of software requirements to permit inexpensive key word accessing for fast matching of contractor capacity with the business communities needs.

This would make it possible for businesses to access the current, daily edition of CBD even through home computers. It will make the CBD available to larger audiences and enable them to select specific categories without reading or paying for the entire edition.

We have demonstrated this electronic access method in both Oklahoma and Michigan. It has received an enthusiastic reception each time, suggesting that the contractor will be required to furnish these magnetic tapes each day when the new system is operational.

We believe that these measures will greatly increase the efficency of the CBD staff and lead to more timely publication of CBD, cost savings, greater accessability to small business, an expanded procurement base with wider competition and help solve the problem of inadequate lead time for bidding--our most frequent and painful complaint.

At this juncture I would like to submit a copy of the annual report of the Commerce Business Daily for FY 1981 and possible inclusion in the record of this hearing.

Thank you for this opportunity, Mr. O'Mally, and I would be pleased to answer any questions you may have.

ANNUAL REPORT

COMMERCE BUSINESS DAILY

FISCAL YEAR 1981

The Secretary of Commerce is mandated in P.L. 87-305 to publish procurement synopses on a daily basis. This is done through the International Trade Administration's U. S. Commercial Service. These synopses are published in the Commerce Business Daily, (CBD), in accordance with the appropriate procurement regulations, for all proposed procurements valued at $10,000 or above for military, and $5,000 or above for civilian agencies. Also published are contract awards valued at $100,000 or more for military and $25,000 or more for civilian agencies. These thresholds are established in the Federal Procurement Regulations for the civilian agencies and the Defense Acquisitions Regulations for the military. CBD staff has contributed to efforts toward standardization and simplification of these regulations under way the aegis of the White House, Office of Management and Budget, in the proposed Federal Acquisitions Regulations. The target date for activation of these new regulations is said now to be CY 82.

The purpose of the CBD is to benefit U. S. business in general, and small business in particular, by publicizing as widely as possible pertinent information on the approximately 110 billion dollar per annum U.S. procurement system. In this regard, 1981 was the third successive record breaking year for CBD subscriptions. Further, beginning 16 March 1981, tenders resulting from the MTN Government Procurement Agreement were published in the CBD. In about 9 months 857 of these synopses from 10 countries were published, all at a minimum value of $190,000.

A 1.6 percent increase in sales was made bringing the total paid subscriptions to 38,975, the highest level ever. In addition, in accordance with OMB authorization, some 1,250 free copies were distributed to multiple use of organizations for the widest possible accessibility for small business. The gain in subscriptions is attributed to continuing USCS promotional efforts in support of the CBD, and an increased interest in doing business with the Federal Government. Other promotions included the distribution of approximately 12,500 sample copies to prospective subscribers at 25 Congressionally-sponsored Federal Procurement Conferences. In addition, overseas deliveries recently instituted grew to 184 subscriptions. This figure is expected to grow appreciably over the next several years due to the MTN Government Procurement Agreement previously mentioned.

Gains were made also in the area of synopses for pending procurement published. There was a one percent increase, which translates into 194,349 procurement synopses, (81,627 services, 112,722 supplies). In addition, 41,523 procurement contract awards, (21,253 services, 20,270 supplies), were printed in the CBD during 1981.

Also, over the past year continuing success has been achieved in the efforts to improve the services of the *Commerce Business Daily*. A high speed teleprinter installed by GSA serves agencies and the CBD editorial offices seven days a week, twenty-four hours a day. Since this facility banks transmissions and requires a fixed format, overtime has been reduced, deadlines are met and editorial requirements have been reduced. More importantly, transmission time from agencies has been dramatically reduced by 2-1/2 to 4 mail days per synopsis, and thus some 250,000 to 400,000 days *additional* lead time per annum has made available to business people preparing bids. Agencies utilizing the high speed service currently deliver some 50-60 percent of published synopses. Further, as additional agencies use the service, and certain major procurement activities are targeted for utilization, additional major time savings may be expected, thus benefitting both the procurement and business community.

On a space available basis important business news is also made available by means of the CBD. In FY 1981 details of export opportunities in the multilateral trade negotiations were published for the highly qualified CBD suppliers universe. In addition, promotional material for Congressionally-sponsored Federal Procurements Conferences were published 45 times and Department of Commerce seminar Synopses, 221 times.

BOB PACKWOOD, OREG.
ORRIN G. HATCH, UTAH
S. I. HAYAKAWA, CALIF.
RUDY BOSCHWITZ, MINN.
SLADE GORTON, WASH.
DON NICKLES, OKLA.
WARREN RUDMAN, N.H.
ALFONSE M. D'AMATO, N.Y.

SAM NUNN, GA.
WALTER D. HUDDLESTON, KY.
DALE BUMPERS, ARK.
JAMES R. SASSER, TENN.
MAX BAUCUS, MONT.
CARL LEVIN, MICH.
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ROBERT J. DOTCHIN, STAFF DIRECTOR
R. MICHAEL HAYNES, CHIEF COUNSEL
ALAN L. CHVOTKIN, MINORITY CHIEF COUNSEL

United States Senate
COMMITTEE ON SMALL BUSINESS
WASHINGTON, D.C. 20510

March 19, 1982

Mr. Richard McElheny
Deputy Assistant for the U. S.
Commercial Service
U. S. Department of Commerce
Commerce Building
Washington, D. C. 20230

Dear Mr. McElheny:

We would personally like to thank you for testifying before the Senate Committee on Small Business on March 4, 1982. Your written statement and subsequent comments on S. 1947 will be reviewed carefully by all Committee Members as we continue to consider the bill.

Time restrictions during the hearing prevented us from asking you several important questions relating to S. 1947. We have enclosed these questions with this letter and would appreciate your written responses to them by March 31, 1982.

If you have any questions, please feel free to call Kim Elliott or Alan Chvotkin of the Committee staff at 224-5175.

Again, thank you for appearing to testify at the hearing.

Sincerely,

S. I. Hayakawa
S. I. HAYAKAWA
United States Senator

LOWELL WEICKER, JR.
Chairman

Enclosure

UNITED STATES DEPARTMENT OF COMMERCE
International Trade Administration
Washington, D.C. 20230

MAR 31 1982

Honorable Lowell Weicker, Jr.
Chariman, Committee on Small Business
United States Senate
Washington, D.C. 20510

Dear Senator Weicker:

Thank you for your letter requesting answers to your enclosed questions on S. 1947. Responses to your questions are enclosed.

Your strong support of our continuing efforts to improve the performance of the Commerce Business Daily in terms of time and price to the small business community is most welcome. You may be assured our efforts will continue as vigorously as possible.

Thank you for the opportunity to testify before the Senate Committee on Small Business.

Sincerely,

(sgd) Richard L. McIlheny

Richard L. McElheny
Director General for the
U.S. and Foreign Commercial Service

Enclosure

COURTESY COPY

Regarding Questions:

1. The Federal procurement regulations provide general directons to agencies on minimum time limits for publication. Yet, virtually any issue of the CBD shows instance after instance of "violations". Can you explain the wide spread variation between the policy and the practice?

   The question refers to instances when agencies violate the time element required by regulations for publications in CBD. Variation between policy and practice in both sets of regulations (FPR and DAR) is caused by the time escape clause, provided for in the regulations. The CBD has no control over these submissions.

2. As the agency with the responsibility for editing procurement notices submitted by procuring agencies and processing them for printing by the Government Printing Office, what means do you have available to you to enforce the CBD time limits now established in regulations?

   Should there be such enforcement mechanisms available to the Department of Commerce, or anyone else?

   First, The Secretary of Commerce has no enforcement powers for his mandate in PL 87-350 to publish procurement information.

   Second, it is difficult to conceptualize effective enforcement powers for the Secretary or any agency in view of the substantial size and scope of the procurement establishment. It would appear the only effective way to improve this situation is tightly worded directions without escape clauses. However, this approach may be unpoliceable and may defeat the ends of publishing procurement information in a timely and useful fashion.

3. In your opinion, would S. 1947 have any effect on the production of the Commerce Business Daily?

   In my opinion the passage of S. 1947 would not have a negative effect on the production of the CBD.

4. How many Commerce Department personnel are assigned full-time to the Commerce Business Daily? What are the department costs for the publication of the document? Are those costs covered in the subscription costs or through other agency funds?

   Commerce Department personnel assigned to the CBD are four, soon to be five, editorial, in Chicago, with an additional one person in Washington. Departmental costs for publication are $200,000 payable as indicated above, plus an $800,000. DOC line item for production costs to the Government Printing Office is called, "make ready" charges. None of these costs are recovered to the DOC. This is one reason DOC has requested the Joint Committee on Printing for a waiver of GPO Title 44 USC authority to print and collect revenues while making up prices 50 percent over costs.

5. Are there other means available for distribution of the CBD?

   Other means of distribution of the CBD procurement information are available and being pursued by this office. Magnetic tapes of daily issues have been required of the GPO photo-composition contractor and, are expected to prove time feasibility of on-line retrieval.

6. Some witnesses have suggested publishing the CBD simultaneously in two locations. Is this option feasible?

   If not, why not?

   The possibity of publishing (printing) the CBD at two or more locations is currently the subject of a feasibility study being conducted at the request of the JPC and with the cooperation of the DOC and GPO. A comparison of present versus prosposed costs with comparative analysis of potential time savings in delivery is to be a vital part of this study. Conclusions cannot be drawn until the necessary facts are available.

7. Approximately two weeks ago, Secretary Baldrige made some suggestions for alternative means of disseminating the CBD. Could you elaborate on his ideas?

   Secretary Baldrige was alluding in his remarks to briefing notes forwarded by my office. Those notes described a Commerce Business Daily improvement effort along three lines, the FAR Project, Data Transmission Project, and Date Retrieval Project. The FAR Project is a DOC contribution to tighten up the language in the Federal Acquisitions Regulations in the fashion described above. The Data Transmission phase is designed to save time in the production process by the installation of electronic equipment. Substantial progress has been made in this area with considerably more expected in the near future when manual editing and transmission is replaced by electronic "intelligent terminals." The Data Retriveal phrase contemplates on line retrieval of all or part of the Date Base which today constitutes the hard copy CBD. A marketing study is now under way to confirm commercial feasibility of this system which we have already demonstrated successfully in two states. In sum total, the projects described are expected to result in an Electronic Edition of the CBD that complements the hard copy edition.

8. Do you think that the CBD currently meets the goals for which it was originally designed?

The Commerce Buisness Daily in large measures meets the goals for which it was designed although much improvemnt is desired, possibly in process. The publication of procurement information mandated to the Secretary of Commerce by the Small Business Act has been in a more or less continual state of evolution since its inception as a mimeographed sheet at no cost. It is our intention to insure the continuation of this evolutionary process.

9. Could the Commerce Business Daily be distributed or subscribed to by category?

As mentioned in paragraph 7 above, the Data Retrieval Phase of the improvement project contemplates retrieval by category, sometimes called "Key Word Retrieval". Such a facility will permit the establishment of various subscription schedules and we expect it to come to pass in one fashion or another in the near future.

LOWELL WEICKER, JR., CONN., CHAIRMAN

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United States Senate
COMMITTEE ON SMALL BUSINESS
WASHINGTON, D.C. 20510

March 19, 1982

Mr. John O'Malley
Editor
Commerce Business Daily
U. S. Department of Commerce
Commerce Building
Washington, D. C. 20230

Dear Mr. O'Malley:

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Again, thank you for appearing to testify at the hearing.

Sincerely,

S. I. Hayakawa
S. I. HAYAKAWA
United States Senator

LOWELL WEICKER, JR.
Chairman

Enclosure

UNITED STATES DEPARTMENT OF COMMERCE
Industry and Trade Administration
COMMERCE BUSINESS DAILY
433 West Van Buren Street, Room 1304
Chicago, Illinois 60607

March 26, 1982

Honorable Lowell Weicker, Jr.
United States Senate
Committee on Small Business
(424 Russell Office Building)
Washington DC 20510

Dear Senator Weicker:

Reference is made to your letter of 19 March 1982 regarding the 4 March 1982, hearing on S. 1947.

Attached are my answers to the questions that were included in your letter.

Sincerely,

John O'Malley

John O'Malley
Commerce Business Daily Staff

Attachment

QUESTION FOR MR. O'MALLEY

1. Under what time assumptions do you operate when you forward an item to the GPO for printing? Specifically, when do you assume that the notice will be printed? When do you assume that the issue with that notice will be received by the subscriber?

When a synopsis of proposed procurement is forwarded to the GPO, it could possibly be published the next day or two, or even three days later.

Under the best of circumstances a synopsis of proposed procurement that is forwarded on a Monday would be published in Wednesday's edition of the CBD. (Wednesday's edition is printed and mailed on Tuesday.) Should there be a backlog of more than 1,000 unpublished synopses at GPO, a synopsis forwarded on Monday would not be published in Wednesday's edition, but instead in Friday's.

The issue of the CBD containing a synopsis that was forwarded to the GPO on a Monday would probably be received by subscribers, within a 300 mile radius of Chicago, on Wednesday, the date of the issue. For subscribers outside of the 300 mile radius the delivery day would vary anywhere from one additional to six additional days from the date of the issue.

It is not difficult to determine how long it takes a synopsis of proposed procurement to be printed. The final bit of information in the text of each synopsis, or series of synopses, printed in the CBD is the Julian date. This three digit number is the actual date a synopsis was handed over to the GPO for publication.

Senator RUDMAN. The next witness will be Donald Sowle, Administrator of the Office of Federal Procurement Policy, OMB. He will be accompanied by Mr. Don Templeman, Acting Administrator of the Small Business Administration.

Proceed with a summary of your statement, if you like. Your entire statement will be incorporated into the record at the conclusion of your testimony.

STATEMENT OF HON. DONALD E. SOWLE, ADMINISTRATOR, OFFICE OF FEDERAL PROCUREMENT POLICY, ACCOMPANIED BY WILLIAM E. MATHIS, PRINCIPAL ASSOCIATE ADMINISTRATOR, OFPP; OWEN BIRNBAUM, DEPUTY ASSOCIATE ADMINISTRATOR, OFPP; AND DONALD TEMPLEMAN, ACTING ADMINISTRATOR, U.S. SMALL BUSINESS ADMINISTRATION

Mr. SOWLE. Mr. Chairman, we appreciate being invited here today to talk about S. 1947, which is a bill to improve small business access to Federal procurement information. The provisions of this bill I am sure are well known to you, so I will not go through those.

The Federal Procurement Regulations currently provide that procuring activities shall publicize proposed procurements 10 calendar days before issuance of the invitation for bids or request for proposals. The Defense Acquisition Regulations are similar but indicate that proposed procurements are to be publicized at least 10 days before issuance of the solicitation, but this should be done only when it is feasible. Both regulations require that if the 10-day requirement cannot be met, the proposed procurements be synopsized not later than the date of issuance of the solicitations.

Occasionally notices appear in the Commerce Business Daily too late to allow small firms sufficient time to submit bids. I think this is obvious. We believe that this problem can be resolved by closer adherence to the current regulations. Normally, companies have 30 days in which to request a solicitation and prepare a bid. If a notice appears in the Commerce Business Daily well before the date of issuance, obviously as required by the intent of the regulations, the company has more than 30 days.

We are of the opinion that the regulations can be improved so as to be more helpful to the small business community. The regulations should require that the purchasing activity forward the synopsis to the Commerce Business Daily so as to arrive in sufficient time to permit publication not later than 10 calendar days before the issuance of the invitation for bids or request for proposals. If the contracting officer finds he cannot comply with this requirement, it may be that the contracting officer should be obligated to obtain a written waiver from a responsible official at least two supervisory levels above him.

We believe it would also be helpful if a company were able to request copies of the solicitation by telephone. This would provide more time for the preparation of bids, and I will request that this procedure be placed in the regulations.

I would also advise the agencies of the necessity for the earliest possible publication of the Commerce Business Daily, so that small firms can have the maximum time in which to prepare bids and proposals. I believe, however, the flat statutory restriction against the issuance of solicitations until 15 days after publication would in many cases unduly delay and complicate the procurement process. I believe the regulations can be strengthened, and strict adherence to them will, I believe, achieve results sought by the legislation that is proposed here.

You had asked about basic ordering agreements and you mentioned these in your bill. The basic ordering agreements and basic agreements are used in a whole myriad of circumstances by the agencies. Their use ranges from competing requirements among the BOA holders and the industry at large to soliciting sole-sourcing with the BOA contractors.

In those cases involving a bona fide sole source of supply, a notice in the Commerce Business Daily of intent to place an order would serve no useful purpose. In those unusual instances where an order is placed for an item or service subject to competition, we would not object to a regulatory requirement for advance synopsizing in the CBD. In addition, we think that synopsizing of the intent to establish BOA's might be useful also. However, we do think that this should be regulatory and not set up by statute.

The procurement regulations provide today that, consistent with the needs of the Government for obtaining supplies or services, all invitations for bids shall allow sufficient bidding time to permit bidders to prepare and submit bids. The regulations provide that except for commercial supplies and services, bidding time shall be no less than 30 days. We believe that having such a requirement in the regulations is preferable to the statutory arrangement.

A rigid, statutory 30-day bidding time would, in our opinion, not provide the necessary flexibility to procurement officials to shorten the bidding time in those unusual circumstances where supplies are urgently needed. We have stressed and will continue to stress to procuring agencies the importance of adhering to the fullest extent possible to the 30-day period prescribed in the current regulations.

Without in any way minimizing the value of the CBD, we would also suggest that announcements in that publication are but one of many means for small businesses to search out and obtain Government contracts. For example, the Small Business Administration and other Government agencies advise interested companies as to "which" agencies and installations purchase "what" products. Firms are encouraged to and should visit these installations, make known their capabilities, and inquire about future procurements. Small firms may also request to be placed on bidders' lists for the items which they can supply.

We are very sympathetic with your concern that small businesses be given a fair opportunity to compete for Federal contracts. We feel there is room for improvement in the procurement regulations regarding publication in the CBD, and the Office of Federal Procurement Policy will promptly give this problem special emphasis, working with the agencies and trying to improve the regulatory system that now is in place.

We also would say that after a sufficient period of time, we will evaluate the improved assistance that may have taken place as a result of our actions and work with your committee in this regard.

We in the Administration submitted to the Congress a new proposal for a Federal procurement system that I believe will have a great effect and enhance the opportunities for small business to participate in the procurement system. This proposal, as I am sure you are aware, was submitted in accordance with Public Law 96-83. We are a little late getting it in, but we do have an Administration position on this proposal.

Some of the things that we are proposing I believe will have a very helpful impact on small business. For example, we are recommending and proposing that we appoint procurement executives in every one of the agencies that will be a focal point for the management of procurement within that agency. So we do have a focus to work with in helping to improve the small business lot.

Also, we are suggesting the assignment of responsibility to a person to advocate competition within the agency. This should have a salutory effect.

We are also suggesting that a statutory base be set up for reliance on the private sector for goods and services. This is the OMB circular A-76 program now in effect, which this committee has tried to help on by way of Senate Joint Resolution 93.

We also emphasize the use of functional specifications, rather than detailed Government specifications. We think this will have a very good effect on small businesses, because they can provide to the Government those products and services that they have currently available. We are suggesting greater use of commercial products, rather than Government-specified products. We also think that the use of commercial practices when buying commercial products will shorten the procurement cycle and make it easier for small business to participate.

Timely payment of contracts has been a matter of concern, and we are proposing that this area be emphasized and strengthened so that contractors are paid on time. We are also suggesting the greater use of imprest funds, raising the present imprest limit from the present $300 to maybe $500, so that small businesses can participate and be paid immediately and make it easier to do business with small business firms.

Another area that was alluded to earlier, I believe, is the area of funding. We believe that the cross-year use of 1-year funds will really tend to minimize the big rush of procurements at the end of the fiscal year, and thereby make it easier for small and all businesses to be able to participate in the Government procurement programs; there will not be that rush at the end of the fiscal year.

The proposal in general presents a streamlining of the procurement process and makes the system simpler so that it will be better understood by small businesses and therefore easier for them to compete.

That, Mr. Chairman, is the end of my statement, and I would be very pleased to try and answer any questions you may have.

Senator RUDMAN. Thank you very much, Mr. Sowle. I only have a couple of questions, but I think the major question I would ask would be this. You mention a number of regulatory changes, and certainly from your description of those changes, one could only draw from those the conclusion that they would seem to be improvements over what we now have. The problem we have is that testimony before the committee—and I am sure information that you have—indicates that the regulations that we presently use are not being complied with in some instances, and in fact, in more than some instances.

So we have a situation where it appears that current regulations are not being observed, and I do not know why we would assume that new regulations would be observed in any more of a timely or proper fashion. So I guess my question is, why does the administration oppose the establishment of a statutory base which at least then gives you a better perspective from which to project regulations and thus impose enforcement?

Mr. **Sowle**. I think from the administration's point of view, Mr. Chairman, the administration feels that by imposing just the added 5 days to the procurement process, you really are not going to resolve the problem, and it does take away some of the flexibility of the procuring organizations to carry out the procurement responsibilities in support of their functions.

One thing we have found over the last year, in reviewing all of the procurement processes, is that it is very difficult today, with the restrictions we have and the hurdles we have to go through, for the procuring organization to really satisfactorily support the people that they are supposed to in support of the agency's mission. So, every time there is another statutory requirement, it tends to make it a little bit more difficult in the flexibility of the contracting officer to meet his responsibilities.

Senator **Rudman**. Are you aware of any enforcement mechanisms that presently are in place that insure that agencies adhere to current regulations, never mind future regulations?

Mr. **Sowle**. The management of the agencies certainly have a responsibility here to see that the regulations and the laws are carried out. We also know that the SBA and the small business representatives of the agencies are continuously monitoring the procurement operations to see that the regulations are carried out.

Senator **Rudman**. Do you think that they are being carried out, Mr. Sowle?

Mr. **Sowle**. I think for the most part, they are. Yes, sir. I am sure there are instances where there are reasons why they are not and in some cases maybe even there is laxity on the part of the agencies. I think that through our efforts, working with the agencies and with SBA, we can help to bring this into a better working relationship.

Senator **Rudman**. Mr. Templeman, do you think these regulations are being complied with?

Mr. **Templeman**. I do not have any specific statistics on the percentage of times they are or are not complied with. Certainly in the surveillance that we do of procurement activities, there is a significant number of instances where they are not adequately complied with at this time.

Senator **Rudman**. There seems to be, Mr. Sowle, as is so often the case in these hearings, an honest difference of opinion. It seems that from the evidence before the committee, there is probably not as much enforcement or compliance with these regulations as OMB perhaps believes there is. I have serious doubts whether adopting new regulations, no matter how foward looking and how theoretically proper, will have a salutory effect on this whole problem. That is, I guess, why we have the difference of opinion that we have between the sponsors of this legislation and the administration.

I would agree with you that this bill does not solve all the problems, but I do not see why the administration has a problem with establishing a statutory base which becomes part of the law from which then to project regulations. Your authority to promulgate regulations certainly would not be limited by this statute.

Mr. **Sowle**. The only reason I can say is the one I gave you before, and that is that it does tend to reduce the flexibility of the procuring agency to carry out its responsibilities in support of the agency's mission.

I would like to say, Mr. Chairman, I think as a result of this bill and these hearings, I feel an obligation to get together with SBA and find out more specifically the kinds of points that Mr. Templeman has brought out and work with the agencies to see if we cannot actually follow the regulations more closely. If Mr. Templeman's ideas are accurate—and I am sure they are, or he would not say so—to see if we cannot resolve those, rather than adding another piece of legislation that I do not feel will really resolve the problem.

There are many other ways. The Commerce Business Daily is only one way in which businesses know what is going on. There are many, many government fairs, congressionally sponsored, for small business. There are small business activities within the agencies themselves. The regulations today between Defense and FPR and the General Services Administration are not exactly the same. I think these are the kinds of things that we, with SBA, working with the agencies, can do a great deal in improving the Commerce Business Daily part of this. But this is only one way in which small businesses can really know what is going on. There are many, many other ways.

Senator **Rudman**. I agree with that. You have to understand that the small business community around this country feels that it is not dealt with fairly by the Federal Government in most instances. That is the feeling of small business in America. Whether you like it or not, that is the way they feel.

They felt that way when we brought Senate bill 881 out of this committee, and the administration, and OMB in particular, opposed that. It was only when the President heard specifically, personally, what was in that bill and what it would not—notwithstanding the Washington Post this morning—and what it would do, that we got support from the administration.

I have to tell you, Mr. Sowle, that although I have a great respect for your personally and a great respect for the institution that you are affiliated with, it seems as if every time we try to do something to help small business, there are some very esoteric, philosophical, legal, regulatory, or efficacious reasons not to do it. And I am going to tell you something: we are going to try to do it.

Mr. **Sowle**. I would like to say again, Mr. Chairman, that the uniform Federal procurement system that we have just submitted to the Congress, an area that I have been spending practically all my time on since I have been with the Office of Federal Procurement Policy, I believe has many things spelled out that will be very helpful to small business. We had small business in mind when we came up with some of the streamlined procedures to make it easier for small business to do business with the Federal Government.

We are not unaware of and we are not opposed to small business. In fact, we are very much in favor of small business. But I would like to think that we can go about it in a very orderly manner, trying to get small business involved more in the procurement process.

Senator **Rudman**. Well, I hope we can reach that goal, because that certainly is our objective. Thank you, Mr. Sowle.

Mr. Templeman, did you want to add something?

Mr. **Templeman**. Yes. There is a significant difference, I believe, in what Mr. Sowle is saying in regard to the regulations that may have gone unnoticed. He is saying that OFPP, under his leadership, will evaluate the improvements in regulations. This is not a role normally, in my understanding, that OFPP takes. The fact that they will be evaluating those—and I accept his offer to work with us on that matter—will go a long way in bringing compliance to these regulations that has not happened.

Senator **Rudman**. Thank you.

Senator Levin?

Senator **Levin**. Thank you, Mr. Chairman.

What is the position of the SBA on this bill?

Mr. **Templeman**. We also believe that the goals of this bill, and many other improvements that are required, can be met through the regulatory process.

Senator **Levin**. Does that mean you oppose the bill?

Mr. **Templeman**. We do not see the necessity for the legislation.

Senator **Levin**. You do not support it?

Mr. **Templeman**. We do not.

Senator **Levin**. You support putting the 30 days in regulations?

Mr. **Templeman**. Yes.

Senator **Levin**. Do you think that regulations that enforce laws are more flexible than law?

Mr. **Templeman**. That is correct.

Senator **Levin**. Does the regulation have more flexibility written into it than the law?

Mr. **Templeman**. Yes, it does, and I think it is necessary.

Senator **Levin**. With greater exceptions written into it?

Mr. **Templeman**. It does, and I believe it is a necessary flexibility.

Senator **Levin**. Or because it can be changed more easily?

Mr. **Templeman**. The regulations, such as the defense acquisition regulations, can be changed more easily than the law, but it is very difficult to change them.

Senator **Levin**. But barring the ease of change, are they more flexible than law?

Mr. **Templeman**. In terms of the contracting officer who makes these kinds of decisions, they have the same force and effect as law.

Senator **Levin**. So that if you support a 30-day provision in the regulations, assuming the exceptions were the same in the regulations as they are in law, and putting aside the question of the ease in changing the regulations, there is no greater flexibility for the contracting officer because it is in a regulation than if it were in the law, is there?

Mr. **Templeman**. With the assumptions you make, that is true.

Senator **Levin**. Are you urging us to broaden the exceptions in this law so that they are as flexible as the ones you would like in the regulations or the ones you have in the regulations?

Mr. **Templeman**. No; we are saying that we do not believe that the legislation is necessary to accomplish what the committee would like to accomplish.

Senator **Levin**. I understand what you are saying. But assuming that we are going to adopt a law, would it not be in your interest to urge us to adopt exceptions which give the kind of flexibility which you think is useful?

Mr. **Templeman**. I believe that would be the case, yes. I believe that those kinds of exceptions are better suggested by Mr. Sowle and his organization than ours.

Senator **Levin**. I was going to get to Mr. Sowle next.

Mr. Sowle, I will ask you the same question: Assuming we are going to adopt a law, would you think it wise to give us some recommendations on flexibility in the exception area?

Mr. **Sowle**. I think the exceptions now, if you are talking about exceptions to putting items in the Commerce Business Daily, are adequate; these are covered by law.

Senator **Levin**. I would think so, too. I was surprised to hear that they are different in regulations than they are in law, or broader.

Mr. **Sowle**. I think these exceptions in the regulations are taken from the law.

Senator **Levin**. So that they are both the same; they are comparable. That has been my understanding of it, too. Therefore, there is no difference in terms of flexibility by route of exceptions.

Mr. **Sowle**. For example, Senator Levin, today we have cost accounting standards that have been set up, and the only ones who can change those today, because of the lack of funding for a cost accounting standards board, is the Congress, a very cumbersome thing, a very difficult thing. There are, I understand from the agencies, needs for waivers. Every time we get something in law, it does make it more difficult to change to the operational characteristics of the agencies and to the operations of the Executive.

Senator **Levin**. The regulations presently have a 15-day provision?

Mr. **Sowle**. There are 10 days in the regulations, on notice.

Senator **Levin**. We would change that notice to 30 days?

Mr. **Sowle**. No; to 15.

Senator **Levin**. Does your new proposal change that from 10 to 15?

Mr. **Sowle**. No; we did not get into that kind of detail in our proposal itself. In the uniform Federal procurement system that we are proposing, we do have an example of the kind of standards that we think have to be established. One of these relates to the notices to the public of procurements that are coming up. These are the kinds of standards I think we can do a lot with in the next few months to improve the procurement operations to the benefit of small business. We are very specific in there. This is something new that has never been done before, to establish standards whereby procurement people are selected on the basis of their qualifications, and their efficiency reports will have reflected in them the effectiveness with which they carry out these kinds of jobs.

Senator **Levin**. Do you have any objection to the time period being increased to respond to these notices——

Mr. **Sowle**. Yes, I do. I think that as far as the agencies are concerned——

Senator **Levin** [continued]. Putting aside the source of the increase?

Mr. **Sowle**. Yes, I think so.

Senator **Levin**. You would oppose this even by regulation?

Mr. **Sowle**. Yes; I think that if it is not working today, we should make it work rather than just by adding more time.

Senator **Levin**. Well, if adding time would help make it work, you would want to add time, wouldn't you?

Mr. **Sowle**. If that turned out to be the case, but I do not think that is the case. I think we can make it work without adding the time.

Senator **Levin**. We have a defense procurement act which provides for different exceptions than the Small Business Act provides for. The Small Business Act, as has been testified to, generally applies to situations where there is competition for contracts. My understanding of the Armed Services Procurement Act is that it generally applies to situations where there is an intention to proceed sole source or negotiate. Is that your understanding of the differences between the two acts? What I am driving at is: Is there potentially an area of conflict between the two acts?

Mr. **Sowle**. No; I think a recent change in the Defense authorization and appropriations bills changed the small purchase limitation from $10,000 to $25,000. That is not true for the rest of the Federal Government. It is true only now for Defense and NASA. So that is a difference. However, there are about 30 differences, I believe, that we identified in our proposal between the Armed Services Procurement Act and the Federal Property Administrative Services Act. They both basically take the same route, though.

Senator **Levin**. Do they ever apply to the same proposal to contract?

Mr. **Sowle**. I am sorry, sir, I did not get your question.

Senator **Levin**. Could you have conflict between the two acts now as to whether to publish or not?

Mr. **Sowle**. In this area?

Senator **Levin**. Yes.

Mr. **Sowle**. No, sir, I do not think so.

Senator **Levin**. Is that because one applies generally to the noncompetitive situation and one to the competitive situation?

Mr. **Sowle**. No; in both cases, the basic statutes require that a preference is given to formal advertising. If you cannot formally advertise, then there are some 17 exceptions in the Armed Services Procurement Act and 15 exceptions in the Federal Property Act that you can follow to negotiate. This does not necessarily mean sole source. It is primarily negotiating on a competitive basis.

Senator LEVIN. Let me go at the question in a different way. Does this bill, which amends the Small Business Act, pertain to noncompetitive as well as competitive procurements?

Mr. SOWLE. If it were noncompetitive, truly noncompetitive, there would be no need to advertise in the Commerce Business Daily, because you would only have one source. It does not change that.

Senator LEVIN. So your answer is, It does not apply?

Mr. SOWLE. Yes; it would apply. Yes. It applies in either case. They apply equally in that respect.

Senator LEVIN. Let me ask the question over again. Does this bill, which amends the Small Business Act, pertain to noncompetitive as well as competitive procurements?

Mr. SOWLE. Yes, I think it does.

Senator LEVIN. Then if the exceptions to when publication is required are different from the Armed Services Procurement Act, is there not conflict between the two acts?

Mr. SOWLE. No; I do not think so.

Senator LEVIN. I will not pursue that. My time is almost up. If I can, Mr. Chairman, I have one more question.

An amendment that Senator Cohen and I offered last year to the Defense authorization bill would require the Defense Department to publish its intent to negotiate a sole source contract 30 days in advance of those negotiations so that prospective bidders could respond to the notice. The amendment passed the Senate but failed in conference. We have offered a similar provision as an independent bill this year, S. 1901. Do you have a position on that bill?

Mr. SOWLE. I am not really familiar with that, but I would have no objections whatsoever and see no reason why, unless there are things that would be exceptions normally, like particularly a classified procurement or something like that. But if it is just a sole source, they figure they are going to one source, and there is a potential out there for alternative solutions to the Government's requirement or possibly others who could do the same work, I see no reason why that could not be advertised in the Commerce Business Daily.

Senator LEVIN. We will send that to you and to the SBA for your comments for the record.

Mr. SOWLE. Thank you, sir.

Senator RUDMAN. Mr. Chairman?

The CHAIRMAN. I have no questions.

Senator RUDMAN. Thank you very much.

Mr. SOWLE. Thank you, sir.

[The prepared statement and supplemental information of Mr. Sowle follow:]

EXECUTIVE OFFICE OF THE PRESIDENT
OFFICE OF MANAGEMENT AND BUDGET
WASHINGTON, D.C. 20503

OFFICE OF FEDERAL
PROCUREMENT POLICY

TESTIMONY OF DONALD E. SOWLE
ADMINISTRATOR OF THE
OFFICE OF FEDERAL PROCUREMENT POLICY
BEFORE THE
U.S. SENATE COMMITTEE ON SMALL BUSINESS
MARCH 4, 1982

MR. CHAIRMAN AND MEMBERS OF THE COMMITTEE:

THANK YOU FOR INVITING ME TO TESTIFY ON S. 1947, A BILL TO "IMPROVE SMALL BUSINESS ACCESS TO FEDERAL PROCUREMENT INFORMATION." THE BILL WOULD AMEND SECTION 8(E) OF THE SMALL BUSINESS ACT TO PROVIDE: (1) THAT WHENEVER A PROCURING AGENCY IS REQUIRED TO PUBLISH NOTICE OF A PROCUREMENT ACTION IT "MAY NOT ISSUE A SOLICITATION FOR A PROCUREMENT ACTION UNTIL AT LEAST FIFTEEN DAYS HAVE ELAPSED FROM THE DATE OF PUBLICATION OF A PROPER NOTICE OF THE ACTION" IN THE *COMMERCE BUSINESS DAILY* (CBD); (2) A REQUIREMENT THAT ALL SOLICITATIONS ALLOW A MINIMUM BIDDING TIME OF THIRTY DAYS; AND (3) THAT NO ORDER MAY BE PLACED UNDER A BASIC AGREEMENT OR BASIC ORDERING AGREEMENT FOR THIRTY DAYS AFTER THE "DATE OF PUBLICATION OF A PROPER NOTICE OF INTENT TO PLACE THE ORDER" IN THE CBD.

UNDER SECTION 8(E), THE SECRETARY OF COMMERCE IS "EMPOWERED" TO OBTAIN NOTICE OF ALL PROPOSED DEFENSE PROCUREMENT ACTIONS OF $10,000 AND ABOVE AND CIVILIAN AGENCY ACTIONS OF $5,000 AND ABOVE AND TO PUBLICIZE SUCH NOTICES IN THE CBD "IMMEDIATELY AFTER THE NECESSITY FOR THE PROCUREMENT IS ESTABLISHED."

CBD NOTICES

THE FEDERAL PROCUREMENT REGULATIONS CURRENTLY PROVIDE THAT PROCURING ACTIVITIES SHALL "PUBLICIZE PROPOSED PROCUREMENTS 10 CALENDAR DAYS BEFORE ISSUANCE OF THE INVITATION FOR BIDS, OR REQUEST FOR PROPOSALS." THE DEFENSE ACQUISITION REGULATIONS ARE SIMILAR BUT INDICATE THAT PURCHASING OFFICES "SHOULD, WHEN FEASIBLE, SYNOPSIZE PROPOSED PROCUREMENTS AT LEAST TEN DAYS BEFORE THE ISSUANCE OF SOLICITATIONS...". BOTH REGULATIONS REQUIRE IF THE TEN-DAY REQUIREMENT CANNOT BE MET THAT PROPOSED PROCUREMENTS BE SYNOPSIZED "NOT LATER THAN THE DATE OF ISSUANCE OF THE SOLICITATIONS."

OCCASIONALLY NOTICES APPEAR IN THE CBD TOO LATE TO ALLOW SMALL FIRMS SUFFICIENT TIME TO SUBMIT BIDS. WE BELIEVE THAT THIS PROBLEM CAN BE RESOLVED BY ADHERENCE TO THE CURRENT REGULATIONS. NORMALLY, COMPANIES HAVE THIRTY DAYS IN WHICH TO REQUEST A SOLICITATION AND PREPARE A BID. IF THE NOTICE APPEARS IN THE CBD WELL BEFORE THE DATE OF ISSUANCE, AS REQUIRED BY THE INTENT OF THE REGULATIONS, THE COMPANY HAS MORE THAN THIRTY DAYS.

WE ARE OF THE OPINION THAT THE REGULATIONS CAN BE IMPROVED, SO AS TO BE MORE HELPFUL TO SMALL BUSINESS. THE REGULATIONS SHOULD REQUIRE THAT THE PURCHASING ACTIVITY FORWARD THE SYNOPSIS TO THE COMMERCE BUSINESS DAILY SO AS TO ARRIVE THERE IN

SUFFICIENT TIME TO PERMIT PUBLICATION NOT LATER THAN 10 CALENDAR DAYS BEFORE THE ISSUANCE OF THE INVITATION FOR BIDS OR REQUEST FOR PROPOSALS. IF THE CONTRACTING OFFICER FINDS HE CANNOT COMPLY WITH THIS REQUIREMENT, HE SHOULD BE REQUIRED TO OBTAIN A WRITTEN WAIVER FROM A RESPONSIBLE OFFICIAL AT LEAST TWO SUPERVISORY LEVELS ABOVE HIM.

I BELIEVE IT WOULD ALSO BE HELPFUL IF A COMPANY WERE ABLE TO REQUEST COPIES OF THE SOLICITATION BY TELEPHONE. THIS WOULD PROVIDE MORE TIME FOR PREPARATION OF BIDS. I WILL REQUEST THAT THIS PROCEDURE BE PLACED IN THE REGULATIONS.

I WILL ADVISE THE AGENCIES OF THE NECESSITY FOR EARLIEST POSSIBLE PUBLICATION IN THE CBD SO THAT SMALL FIRMS CAN HAVE THE MAXIMUM TIME IN WHICH TO PREPARE BIDS AND PROPOSALS. I BELIEVE, HOWEVER, THAT A FLAT STATUTORY RESTRICTION AGAINST ISSUANCE OF SOLICITATIONS UNTIL FIFTEEN DAYS AFTER PUBLICATION WOULD UNDULY DELAY AND COMPLICATE THE PROCUREMENT PROCESS. I BELIEVE THE REGULATIONS CAN BE STRENGTHENED, AND STRICT ADHERENCE TO THEM WILL, I BELIEVE, ACHIEVE THE RESULTS SOUGHT IN THE LEGISLATION.

NOTICE OF INTENT TO PLACE AN ORDER UNDER A BASIC ORDERING AGREEMENT (BOA).

BASIC ORDERING AGREEMENTS (BOA) AND BASIC AGREEMENTS ARE USED IN A MYRIAD OF CIRCUMSTANCES BY THE AGENCIES. THEIR USE

RANGES FROM COMPETING REQUIREMENTS AMONG THE BOA HOLDERS AND INDUSTRY AT LARGE TO SOLE SOURCING WITH THE BOA CONTRACTOR. IN THOSE CASES INVOLVING A BONA FIDE SOLE SOURCE OF SUPPLY, A NOTICE IN THE CBD OF INTENT TO PLACE AN ORDER WOULD SERVE NO USEFUL PURPOSE. IN THOSE UNUSUAL INSTANCES WHERE AN ORDER IS PLACED FOR AN ITEM OR SERVICE SUBJECT TO COMPETITION, WE WOULD NOT OBJECT TO A REGULATORY REQUIREMENT FOR ADVANCE SYNOPSIZING IN THE CBD. IN OUR OPINION, THE REQUIREMENT SHOULD BE REGULATORY, NOT STATUTORY.

MINIMUM BIDDING TIME OF THIRTY DAYS

THE PROCUREMENT REGULATIONS PROVIDE THAT, CONSISTENT WITH THE NEEDS OF THE GOVERNMENT FOR OBTAINING SUPPLIES OR SERVICES, "ALL INVITATIONS FOR BIDS SHALL ALLOW SUFFICIENT BIDDING TIME TO PERMIT BIDDERS TO PREPARE AND SUBMIT BIDS." THE REGULATIONS PROVIDE THAT, EXCEPT FOR COMMERCIAL SUPPLIES AND SERVICES, BIDDING TIME SHALL BE NO LESS THAN THIRTY DAYS. WE BELIEVE THAT HAVING SUCH A REQUIREMENT IN THE REGULATIONS IS PREFERABLE TO A STATUTORY PROVISION, AND ACCOMPLISHES THE SAME PURPOSE. A RIGID STATUTORY 30-DAY BIDDING TIME WOULD, IN OUR OPINION, NOT PROVIDE THE NECESSARY FLEXIBILITY TO PROCUREMENT OFFICIALS TO SHORTEN THE BIDDING TIME IN THOSE UNUSUAL CIRCUMSTANCES WHERE SUPPLIES ARE URGENTLY NEEDED. WE HAVE STRESSED, AND WILL CONTINUE TO STRESS, TO PROCURING AGENCIES THE IMPORTANCE OF ADHERING, TO THE FULLEST EXTENT POSSIBLE, TO THE 30-DAY PERIOD PRESCRIBED IN CURRENT REGULATIONS.

CONCLUSIONS

WITHOUT IN ANY WAY DEPRECATING THE VALUE OF THE CBD, WE WOULD ALSO SUGGEST THAT ANNOUNCEMENTS IN THAT PUBLICATION ARE BUT ONE MEANS FOR SMALL BUSINESSES TO SEARCH OUT AND OBTAIN GOVERNMENT CONTRACTS. THE SMALL BUSINESS ADMINISTRATION AND OTHER GOVERNMENT AGENCIES ADVISE INTERESTED COMPANIES AS TO WHICH AGENCIES AND INSTALLATIONS PURCHASE WHAT PRODUCTS. FIRMS ARE ENCOURAGED TO, AND SHOULD, VISIT THESE INSTALLATIONS, MAKE KNOWN THEIR CAPABILITIES, AND INQUIRE ABOUT FUTURE PROCUREMENTS. FURTHER, SMALL FIRMS MAY REQUEST TO BE PLACED ON THE BIDDER'S LIST FOR THE ITEM OR ITEMS THEY CAN SUPPLY.

WE IN THIS ADMINISTRATION ARE SYMPATHETIC WITH YOUR CONCERN THAT SMALL BUSINESSES BE GIVEN A FAIR OPPORTUNITY TO COMPETE FOR FEDERAL CONTRACTS. OUR EFFORTS IN IMPLEMENTING THE PROCUREMENT POLICY ASPECTS OF P.L. 95-507 ARE A MATTER OF RECORD AND HAVE BEEN WELL RECEIVED BY THE SMALL BUSINESS COMMUNITY. WE FEEL THERE IS ROOM FOR IMPROVEMENT IN THE PROCUREMENT REGULATIONS REGARDING PUBLICATION IN THE CBD. OFPP WILL PROMPTLY GIVE THIS PROBLEM SPECIAL EMPHASIS BY SUGGESTING APPROPRIATE REGULATORY CHANGES. AFTER A SUFFICIENT PERIOD WE WILL EVALUATE THE ASSISTANCE AFFORDED SMALL BUSINESS. I BELIEVE THE PROPOSED ADMINISTRATIVE EFFORTS SHOULD RESOLVE THE PROBLEM. WE IN OFPP LOOK FORWARD TO WORKING WITH THIS COMMITTEE AND ITS STAFF IN THIS UNDERTAKING.

MR. CHAIRMAN, THIS CONCLUDES MY STATEMENT. I WILL BE PLEASED TO RESPOND TO ANY QUESTIONS YOU MAY HAVE.

Question 1:

You question our statement that "a flat statutory restriction against solicitation until fifteen days after publication would unduly delay and complicate the procurement process." You suggest that under normal circumstances and sound management, agencies plan procurements at least 45 days in advance.

Answer:

As we indicated in our testimony, we believe that notices of procurements should be published in the Commerce Business Daily at the earliest practicable time "after the necessity for the procurement is known." Accordingly, we certainly agree with the principle embodied in S. 1947 that the time between publication in the CBD and the date set for opening of bids or proposals be 45 days (or even longer, if possible). However, this can be achieved administratively without additional legislation. The imposition of such a requirement by statute would limit agency flexibility, and would subject an agency to challenges in court and the General Accounting Office each time it found itself unable, for any one of a variety of reasons, to meet the statutory standard. Normal circumstances and sound management practices do result in most procurement actions being planned at least 45 days in advance of bid opening. However, legislating a 15 day publication notice would in fact lead to increased procurement lead times as the IFB's, RFP's could not in all instances be released on the 15th day after the CBD notice.

Question 2:

You question our statement that "in those cases involving a bona fide sole source of supply, a notice in the CBD of intent to place an order would serve no useful purpose."

Answer:

Our statement in this regard needs elaboration for clarity. Such a notice in the CBD would serve no useful purpose in terms of soliciting other bids or proposals. However, publication would serve a useful purpose in alerting small (and other) companies to subcontracting possibilities. Further, sole source procurements (whether or not accomplished under basic ordering agreements) are, in fact, published in the CBD to alert potential subcontractors and to generally advise the public of Federal procurement activities.

Question 3;

You note that our testimony "suggests that companies have 30 days in which to request a solicitation and prepare a bid" and ask "Isn't this true only in formally advertised procurements (... and only when the item is non-standard?)."

Answer:

It is true that the 30 day period in the procurement regulations applies only to non-standard items. In the case of standard commercial items the period is twenty (20) days which is considered adequate for this category of supplies.

It is also true that the 30 day period in the regulations applies only to formally advertised procurements and that the regulations do not specify minimum time periods for submitting offers or proposals for negotiated procurements. The differences between formally advertised and negotiated procurement, however, account for this differing treatment. Advertised procurements involve public solicitation and formal submission of firm bids as well as a pre-set public bid opening. Award is made on the basis of price (and other factors) to the low responsible, responsive bidder. Negotiated procurements, on the other hand, involve different considerations. Normal practice calls for the proposors to be given 30 days to prepare their proposals. Often, the contracting officer knows the capabilities of the companies and the complexity of the requirement. These factors are considered in determining the amount of time to specify for proposal preparation. It is not unusual to allow 90 days to prepare responses to very complex requirements. We believe that the difference in approach to advertised and negotiated procurements accounts for the difference in regulatory coverage.

Nonetheless, it would seem that a minimum time set forth in the regulations for preparation and submission of proposals would serve the same beneficial purpose in negotiated procurement as it does in advertised procurements. Accordingly, we will consider recommending appropriate changes in the regulations.

Question 4.

You state that the proposed Federal Acquisition Regulations coverage on the subject of publication in the CBD is less satisfactory to the interests of small firms bidding on Federal contracts than present coverage.

Answer:

It is true, as you state, that section 5.203 of the FAR provides that contracting officers should transmit synopses no fewer than 10 calendar days before issuing solicitations. The present Federal Procurement Regulations provide that procuring agencies shall publicize procurement actions 10 calendar days before issuance. The Defense Acquisition Regulation, on the other hand, states that purchasing offices "should, when feasible, synopsize proposed procurements no later than 10 days before issuance." While the proposed FAR might be regarded as less stringent than the present FPR it is stricter than the present DAR.

In any event, we believe there is merit to your comment and we will consider changing the FAR language to require that contracting officers forward the synopsis to the CBD so as to arrive there in sufficient time to permit publication not later than 10 calendar days before issuance of a solicitation.

In this regard, we are also enclosing copies of the following documents we issued subsequent to our appearance before your Committee on March 4, 1982:

(1) OFPP Memorandum of April 2, 1982 to Heads of Departments and Agencies; Subject: Assistance to Small Business;

(2) OFPP letter of April 2, 1982 to the Director of the Federal Procurement Regulation Staff, GSA on regulations relating to publication of synopses in the CBD; and

(3) OFPP letter of April 2, 1982, to the Deputy Under Secretary for Acquisition Management, DOD, on the same subject.

Question 5:

You ask what power the OFPP has to compel strict adherence to that portion of the procurement regulations dealing with notice in the CBD?

Answer:

The OFPP, as you know, is not an enforcement agency and has no direct supervisory authority over the agencies.

Under our proposal for a Uniform Federal Procurement System (UFPS), standards will be established to measure performance of contracting officers; and OFPP will have a large role in setting such standards. Standards will include such things as adherence to the regulations calling for prompt publication in the CBD. Further, performance of the contracting officer in this and other regards will be measured by the new agency Procurement Executives called for in E.O. 12352. Compliance by procurement agencies with regulations is also monitored, on a regular basis, by reviews of internal agency officials, agency Inspectors General, and the General Accounting Office.

Question 6:

You ask our understanding of the purpose of the exemptions now listed in Section 8(e) of the Small Business Act. Further, you ask if we know how often agencies utilize the 8(e) exemptions and whether any records are kept of "agency justifications" for utilizing exemptions.

Answer:

Our reading of Section 8(e) is that the exemptions represent circumstances in which the requirement for publication would be either unduly burdensome or impractical.

We do not have the detailed information to which you refer concerning the exercise by agencies of the statutory exemptions, nor are we aware that there has been abuse by the agencies of the exemption provisions of Section 8(e). However, we should point out that the emphasis in OFPP and in the agencies is on compliance with the letter and spirit of the statute and regulations, rather than on avoidance of the requirements. Also, the various Directors of Small and Disadvantaged Business Utilization - whose offices were established by P.L. 95-507 - are alert to the need for procurement officials to make timely and helpful publication in the CBD, in every possible instance.

Question 7:

You ask our opinion on a tiered publication process where some of the existing exceptions would remain but many would become exemptions only from the minimum time periods proposed by the legislation and not exemptions from publication.

Answer:

We would not be in favor of such a tiered system. As noted in our response to the preceding question, the emphasis in OFPP and the agencies is on publication and compliance with the letter and spirit of the law. Accordingly, notices are published in the CBD unless exercise of one of the exemptions is clearly required. We believe a tiered system under which some exemptions would be only from the statutory time period would be too complicated and cumbersome. We prefer to concentrate our attention on keeping the exercise of exceptions to an absolute minimum.

Question 8: (a) You ask whether S. 1947 would "require CBD notice of both competitive and noncompetitive procurement, absent qualification for an exception under the Small Business Act?"

Answer:

In our opinion, S. 1947 would require CBD notice under the circumstances you describe.

(b) You ask "are there conflicts between the Small Business Act exceptions to the procurement notice in the CBD and the exceptions to formal advertising requirements" of the two procurement statutes.

Answer:

In our opinion there are no such conflicts. The procurement statutes and section 8(e) cover different subject matters. The portions of the procurement statutes to which you refer are concerned with instances in which negotiation of contracts is permitted as an exception to the requirement of formal advertising. Section 8(e) of the Small Business Act, however, sets forth those circumstances under which it is not required to publicize procurement notices in the CBD.

(c) You ask that we provide a description of "the ways in which these statutes inter-relate and/or conflict with one another."

Answer:

As stated in our answers above the procurement statutes, on one hand, and section 8(e), on the other, cover different subject matters and do not relate to or conflict with each other.

EXECUTIVE OFFICE OF THE PRESIDENT
OFFICE OF MANAGEMENT AND BUDGET
WASHINGTON, D.C. 20503

OFFICE OF FEDERAL
PROCUREMENT POLICY

APR 28 1982

Honorable Lowell P. Weicker, Jr.
Chairman
Committee on Small Business
United States Senate
Washington, D. C. 20510

Dear Mr. Chairman:

This is in reply to your letter of March 19, 1982, forwarding nine questions relating to our views on S. 1947. Answers to the nine questions as well as our views on S. 1901 are set forth in the enclosures to this letter.

Thank you for soliciting our views on these important matters.

Sincerely,

Donald E. Sowle

Donald E. Sowle
Administrator

Enclosures

Question 9:

You ask whether expanding the content of the procurement notices in the CBD (in certain stated ways) "would have an impact on the private sector competition for those procurement."

Answer:

A description of the property or services to be purchased is, of course, already included in the notice. An "estimated dollar value" of the purchase is already included for some service contracts. Routine statement of the estimated dollar value might tend to deprive the Government of the benefits of receiving the best price resulting from competition. Notices do contain a telephone number to call to obtain a copy of the solicitation. Publication of the name and telephone number of the contracting officer might well lead to his being burdened with numerous and lengthy telephone inquiries about the procurement, item being bought, delivery needs, etc. It might also lead to release to one bidder of more information than is given to another. Notices already contain a statement that bidders may respond, submit bids within a specified time period, etc. While expansion of the CBD content such as you describe might be helpful to individual companies, expansion must be balanced against the needs and requirements of the Government and its need to maintain a competitive system fair to all bidders.

APR 2 1982

MEMORANDUM FOR THE HEADS OF DEPARTMENTS AND AGENCIES

FROM: **DONALD E. SOWLE** DONALD E. SOWLE

SUBJECT: **Assistance to Small Business**

Recent hearings of the Senate Small Business Committee on S. 1947 focused attention on the question of timely publication of proposed procurements in the Commerce Business Daily (CBD). The Committee was also concerned about the time allowed to small business concerns to prepare and submit bids ("bidding time").

Publication in the CBD is an important means by which small business learns of, and thus is able to compete for, Federal procurement. It is essential, therefore, that publication in the CBD be made at the earliest possible time, consistent with orderly procurement processes. In this regard, section 8(e) of the Small Business Act provides for publication in the CBD "immediately after the necessity for the procurement is established." To the extent that current procurement regulations do not appear to reflect the necessity and importance of prompt publication, we will shortly request that they be revised and improved.

It is also important, as noted by the Committee, to give small concerns the benefit of the longest possible bidding time. Regulations provide that, as a general rule, bidding time shall not be less than thirty calender days. We again share the Committee's concern and ask that you make every possible effort, consistent with the needs of the Government, to meet the needs of small concerns by allowing in your solicitations a minimum of 30 days bidding time.

Prompt publication in the CBD and full bidding periods will, we believe, assist small concerns in receiving their fair share of Federal Government contracts.

APR 2 1982

Mr. Philip G. Read
Director
Federal Procurement Regulations
Directorate
General Services Administration
Room 4026
18th and F Streets, NW
Washington, DC 20405

Dear Mr. Read:

On March 4, 1982, the Senate Small Business Committee held hearings on S. 1947, a bill to "improve small business access to Federal procurement information." The bill would, in part, amend section 8(e) of the Small Business Act to provide that whenever a procuring agency is required to publish notice of a procurement action it may not issue a solicitation for a procurement action until at least fifteen days have elapsed from the date of publication of a proper notice of the action in the Commerce Business Daily (CBD).

The Federal Procurement Regulations provide that procuring activities shall publicize proposed procurements ten calendar days before issuance of the invitation for bids or request for proposals. We read this provision to require that the purchasing activity forward the synopses to the CBD so as to arrive there in sufficient time to permit publication not later than 10 calendar days before issuance of the solicitation. On this basis, we believe the current FPR coverage regarding publication in the CBD is satisfactory.

If, however, the contracting officer cannot comply with the requirement for prompt publication, a written waiver from a responsible official at least two supervisory levels higher should be required. We also believe, as we advised the Committee in our testimony on March 4th, that companies should be able to request copies of solicitations by telephone.

Accordingly, we request that the FPR be amended to provide for the written waiver requirement discussed above, as well as amended to establish a procedure to accommodate telephone requests for solicitation packages.

Sincerely,

DONALD E. SOWLE

Donald E. Sowle
Administrator

APR 2 1982

Mr. William Lang
Deputy Under Secretary for
Acquisition Management
Department of Defense
Room 3E144
The Pentagon
Washington, DC 20301

Dear Mr. Lang:

On March 4, 1982, the Senate Small Business Committee held hearings on S. 1947, a bill "to improve small business access to Federal procurement information." The bill, in part, would amend section 8(e) of the Small Business Act to provide that whenever a procuring agency is required to publish notice of a procurement action it may not issue a solicitation for a procurement action until at least fifteen days have elapsed from the date of publication of a proper notice of the action in the Commerce Business Daily (CBD).

The Defense Acquisition Regulation, in pertinent part, provides that purchasing offices "should, when feasible synopsize proposed procurements no later than ten days before the issuance of solicitations..." (emphasis added). Section 8(e) of the Small Business Act, however, provides for publication in the CBD "immediately after the necessity for the procurement is established."

In view of the Committee's concern that procurements be publicized in the CBD as promptly as possible, we recommend that the DAR language be revised to require, as does the FPR, that the purchasing activity "shall" publicize proposed procurements ten calendar days before issuance of the solicitation. In this regard, we read the FPR language as requiring that the purchasing activity forward the synopsis to the CBD so as to arrive there in sufficient time to permit publication not later than 10 calendar days before issuance of the Invitation for Bids or Request for Proposals. If the contracting officer cannot comply with this requirement, a written waiver from a responsible official at least two supervisory levels higher should be required.

We also believe, as we advised the Committee, that companies should be able to request copies of solicitations by telephone. Accordingly, we recommend that the DAR be amended to establish a procedure to accommodate such requests.

Sincerely,

DONALD E. SOWLE

Donald E. Sowle
Administrator

COMMENTS ON S. 1901

S.1901 would require the head of a military department to publish a notice of the department's intent to negotiate a "sole-source" contract in excess of $100,000 at least 30 days in advance of the negotiation of the contract. The head of the department would have to consider all responses to the notice submitted within the 30-day period prior to approving contract negotiations. The bill provides eleven exemptions from the notice requirement and permits the Secretary of Defense to waive the notice requirement for national security reasons. The Secretary of Defense would have to submit an annual report to the Armed Services Committees of the Congress on all "sole-source" contracts in excess of $100,000 entered into by each military department during the proceeding fiscal year. The Secretary's report would state the number of times each exemption from the notice had been invoked.

We support the concept of increased competition for Government contracts. The Proposal for a Uniform Federal Procurement System, which the Administration submitted to the Congress on February 26, 1982, contains recommendations for amendment of the Armed Services Procurement Act and the Federal Property and Administrative Services Act which would stimulate and expand competition. A principal feature of the legislation is to restrict the conditions under which the use of noncompetitive procedures would be permitted. Although we agree with the thrust of S.1901, we believe that any changes should be part of the more comprehensive and Government-wide approach recommended in the Proposal for a Uniform Federal Procurement System.

One technical difficulty with S.1901 is that it appears to conflict with section 8(e) of the Small Business Act (15 U.S.C. §637(e)). Section 8(e) requires that defense solicitations in excess of $10,000, whether or not they are to be competed, must be publicized in the Commerce Business Daily. The enactment of S.1901 without amendment of section 8(e) would create duplicative requirements for notice and conflicting sets of exemptions from the notice requirement.

One unintended effect of S.1901 could be to increase the flexibility of defense agencies to contract on a noncompetitive basis, because it does not require an agency to find that the circumstances of the procurement make competition impracticable. Under one construction of S.1901, all negotiated procurements could now be solicited on a noncompetitive basis provided that the soliciting agency complied with the procedural requirements of S.1901. This would mean that if an agency could determine that its negotiated procurement fell within one of the exceptions to the notice requirement, it would be free then to engage in a noncompetitive procurement without further justification.

We believe the better approach, as recommended in the Proposal for a Uniform Federal Procurement System (FPS), is to differentiate between exceptions to competition and exceptions to the notice requirement. The FPS legislation recognizes only seven exceptions to competition and requires that the facts justify higher agency approval in each circumstance when an exception to competition is invoked. Exceptions to the notice requirement are treated separately from the exceptions to competition. The Administration's proposal, thus, makes a clear distinction between when a contract may not be competed and when a noncompetitive contract need not be publicized. We believe the cumulative effect of the FPS legislation would be to substantially decrease noncompetitive procurements and, thereby, substantially increase competitive procurements.

Senator **Rudman**. The final witness today will be Mr. Danford L. Sawyer, Jr., Public Printer, from the Government Printing Office.

We would like for you to give us a summary of your remarks, if you have them, and we will put your entire printed statement in the record at the conclusion of your testimony.

STATEMENT OF DANFORD L. SAWYER, JR., PUBLIC PRINTER OF THE UNITED STATES, U.S. GOVERNMENT PRINTING OFFICE, ACCOMPANIED BY MICHAEL DiMARIO, DEPUTY SUPERINTENDENT OF DOCUMENTS; JAMES SMITH, DEPUTY MANAGER, PRINTING PROCUREMENT; AND GARRETT BROWN, GENERAL COUNSEL

Mr. **Sawyer**. Thank you very much, Mr. Chairman. Before I do that, I would like to introduce some of the gentlemen from the Government Printing Office who have accompanied me today. To my left, your right, I have Mr. James Smith, who is the Deputy Manager in charge of printing procurement. Immediately next to me on the left is Mr. Mike DiMario, who is the Deputy Superintendent of Documents, and to my right is Mr. Garrett Brown, General Counsel of the agency.

Mr. Chairman and members of the committee, as the Public Printer of the United States, I appreciate the opportunity to appear before you today regarding this bill to improve small business access to Federal procurement information. I feel that I have firsthand knowledge, both of the problems concerning small businesses and of the Federal Government's ability to ameliorate those problems when procuring goods and services from the private sector, having formerly owned three small businesses, being a founding director of a savings and loan association, and now as the present head of the Government Printing Office.

We at the Government Printing Office strongly support the objectives of the committee to expand the opportunities for small business firms to participate in Government procurement activities. The GPO annually awards in excess of 90 percent of its printing contracts to small businesses. In fiscal year 1981, these awards approximated $372 million, which was over 80 percent of the total value of our printing contracts. About 70 percent of the printing handled by GPO is produced by the private sector. To be exact, that was 72 percent in the last fiscal year.

The bill that has been introduced would amend the Small Business Act by establishing new minimum time periods for publication of notice regarding and bidding on Government contracts. The legislation would specifically provide for two periods to enable prospective contractors to submit timely bids or proposals. The first would give interested parties 15 days from appearance of a notice in the Commerce Business Daily in which to request copies of a solicitation. The second time period would provide at least 30 days from the issuance of a solicitation before a bid is due. Thus, the bill would provide prospective bidders with a total of 45 days for the solicitation and bidding process.

If an agency had 45 days for the solicitation process, then the proposed bid would not adversely affect its procurements. However, if such time were not available, adverse consequences could result.

The amendment as presently written provides that if the current statute, title 15, United States Code, section 637(e), requires a procurement to be publicized in the CBD, the procurement did not fall within the specified exemptions, and at least 45 days must be allowed before the contract can be awarded.

The Small Business Act currently lists 10 exemptions to the prescribed CBD advertisements. These exemptions are reflected in the Federal procurement regulations and the defense acquisition regulations. Both regulations contemplate adequate procurement leadtime to enable publication in the CBD, yet both provide that when unusual and compelling circumstances exist, the procurement need not be publicized in the CBD.

If the bill were passed, many agencies might find that the time required for the solicitation of a significant number of their procurements would be more than 15 days but fewer than 45. This could cause agencies to fail to meet required schedules and could result in a disruption of the Government's business.

Contrary to the objective of S. 1947, the bill could also result in fewer publications in the CBD. If agencies could not endure the required 45 days, they might justifiably assert exemption No. 10 of the current statute and not publicize the procurement.

With regard to the exemptions and dollar thresholds contained in the current statute, they should cause the Government no difficulty in the absence of the proposed amendment. However, if the amendment were to become law, the exemptions concerning unusual and compelling circumstances should be changed to remove the 15-day limitation and thereby exempt agencies from publicizing procurements in the CBD when public exigencies exist. In the alternative, exemption No. 10 should be changed to remove the requirement for the concurrence of the Administrator.

This concludes my statement, and I would be glad to respond to any questions the committee might have.

Senator RUDMAN. Mr. Sawyer, could you give us a little information on the costs that you have incurred in the publication? Your markup is a 50-percent add-on, I believe. Could you just give us some of that data, because I have a couple of questions for you on that?

Mr. SAWYER. The joint committee, our oversight committee, has been asked by this committee to provide that information. We are in the process of accumulating it and, if I am not mistaken, on March 12 that material will be available. I am not prepared to speak to that at this point. I will attempt to answer some specific questions.

Senator RUDMAN. Could it well be that after you have finished that report, you might well decide that it might be the kind of printing job that you might want to contract out to private enterprise?

Mr. SAWYER. That is one of the alternatives being looked into at this moment. I do not own any stock in "GPO, Inc." We are not concerned as to who prints it, as long as it is printed at the lowest cost to the Government. We looked into that, I may add, 2 or 3 years ago and found out that we were the cheapest means to produce it.

Senator RUDMAN. Have you given any thought to simultaneous printing of this on both coasts?

Mr. SAWYER. That is one of the things that is under consideration and may well be a prudent thing to do.

I may add, we are not the publishers. I am sure you can understand. We are the printer. Our turnaround time on this job is exceedingly fast. We have a very compact, very efficient web press in Chicago. Our time on the press on this job is about 2 or 2½ hours. Our total turnaround time is basically half a day. I doubt you are going to get that done any faster anywhere in the Western World.

Senator RUDMAN. About how many people are directly involved in the production of the CBD on a full-time basis?

Mr. SAWYER. Our press crew is six to seven people, sir.

Senator RUDMAN. What about other support people that are involved in making this ready for printing?

Mr. SAWYER. The typesetting here is done on a term contract. It is being done by a private contractor. I do not know exactly how many people they have involved.

Senator RUDMAN. So you are contracting out some of this privately at the present time?

Mr. SAWYER. Oh, yes. The only thing we are doing is, we are burning the plates, sticking them on the press, and rolling it. We are also handling the distribution of it as well. In other words, we are preparing it for mailing. I do not know how many people we have involved in that. I know how many people we have on the press crew, but I do not know how many we have involved in total.

Mr. SMITH. It cannot be more than a total of 10.

Mr. SAWYER. Ten to twelve, let's say. I am not sure how many people are actually involved in the processing of it after it comes off the press.

Senator RUDMAN. The current exemptions, as you have just discussed, permit an exclusion from publication in the CBD under certain circumstances. What would be your view in permitting a tiered publication process, where some of the existing exemptions from publication might remain but many exemptions would become exemptions from the minimum time periods proposed only, not exemptions from publication as such.

Mr. SAWYER. That would probably speak to the needs of the printing community. We are sort of wearing two hats here. Obviously, the Government Printing Office has its concerns as the printer, but also we procure an extraordinary amount of material. We are also procuring a perishable product, per se; the information contained in the printed material that we are procuring in many cases is dated. I would think that what you are talking about would speak to our concern: a shorter timeframe but still the requirement for publishing.

Senator RUDMAN. That is something that is under consideration here at the committee, and I wondered what your view might be. I think the most important thing that you will supply to us will be your study which you say will be done on March 12?

Mr. SAWYER. That is correct, Mr. Chairman.

Senator RUDMAN. I believe the hearing record will still be open at that time. We can probably incorporate that into the record, and

I ask you for that for the record because that is a significant answer that we are looking for.

Mr. **Sawyer**. Just a minor technical clarification, we are providing that material to our oversight committee, the Joint Committee on Printing, and then they will be making it available, I am sure, to all.

Senator **Rudman**. Thank you very much, and we appreciate your being here this morning.

[Subsequent information was received and follows:]

United States
Government
Printing Office
Washington, D.C. 20401

OFFICE OF THE PUBLIC PRINTER

February 10, 1982 (30)

Honorable Charles McC. Mathias, Jr.
Chairman, Joint Committee on Printing
Room S-151, U.S. Capitol
Washington, D.C. 20510

Dear Mr. Chairman:

In response to your request concerning the current cost and pricing structure of the Commerce Business Daily (CBD), I am forwarding a CBD Unit Cost Analysis (enclosure 1) and a Total Cost/Revenue Analysis (enclosure 2).

Please note that in the case of first class subscriptions, over 50 percent of the cost is attributable to postage. While first class postage rates increased by 30 percent since 1976 from $70.84 per year to $92.50 per year, there was no increase whatsoever in first class subscription prices from February of 1976 until the fall of 1981. These costs were borne solely by GPO for four and one-half years.

By the same token, second class postage rates increased, as well, by 30 percent over the same period (from $17.20 per year to $22.50 per year) while subscription rates remained unchanged.

Some of the standard charges normally associated with publications of this nature are not even used in pricing the CBD. A 3 percent reprint charge applied to printing and binding costs is not included nor is the 10 percent unsalable document charge usually applied to printing, binding, and handling charges included.

As you can see from the above, our subscription charges have been kept artifically low for a number of years and it is time that they more realistically cover our actual costs involved.

If you should require any additional information or discussion on this subject, please do not hesitate to contact me.

Sincerely,

DANFORD L. SAWYER, JR.
Public Printer

Enclosures

TOTAL COST/REVENUE ANALYSIS

Based on:	15,500	First class subscription
	22,000	Second class subscription
	37,500	Total subscription

Printing, Binding, and Distribution	$ 890,625
First class postage	1,433,750
Second class postage	495,000
Subscription fees	75,000
	2,894,375
50 percent added by-law[1]	445,500
Handling costs[2]	1,125,000
P.P. increase (10 percent)[3]	446,250
	$4,911,250

First class revenue	$2,325,000	($150 Subscription cost)
Second class revenue	2,200,000	($100 Subscription cost)
	$4,525,000	

Total revenue	$4,525,000
Total cost	4,911,250
Net loss	$ 386,250

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[1] Title 44, paragraph 1708. According to the official pricing formula, the 50 percent by-law should be added to all costs except postage.

[2] The handling charge covers the receipt opening and processing of customer orders, handling of customer complaints or inquiries, producing the subcription mailing labels, and sending the labels to Chicago. Our normal charge for handling is 55 cents per issue which for 250 issues of the CBD would be $137.50.

[3] Applied accross the board to all publications by the Public Printer in an attempt to alleviate the losses incurred by the Superintendent of Documents over the past 10 year.

COMMERCE BUSINESS DAILY - UNIT COST ANALYSIS

	First Class Subscription Cost $150/year	Second Class Subscription Cost $100/year
Printing, Binding, and Distribution	$ 23.75	$23.75
50 percent added by-law[1]	11.88	11.88
Subscription fee[2]	2.00	2.00
Handling charge[3]	30.00	30.00
Postage	92.50	22.50
	160.13	90.13
P.P. increase (10 percent)[4]	16.01	9.01
	$176.14	$99.14

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[1] Title 44, paragraph 1708. According to the official pricing formula, the 50 percent by-law should be added to all costs except postage. Strict interpretation of Title 44 would mean that 50 percent would be applied to handling and subscription costs as well resulting in an additional charge of $16.00 per subscription.

2/The subscription fee is designed to cover our computer costs in adding the customer's name and address to our file, making necessary changes of address and other corrections, as needed.

3/The handling charge covers the receipt, opening and processing of customer orders, handling of customer complaints or inquiries, producing the subscription mailing labels, and sending the labels to Chicago. Our normal charge for handling is 55 cents per issue which for 250 issues of the CBD would be $135.00.

4/Applied across the board to all publications by the Public Printer in an attempt to alleviate the losses incurred by the Superintendent of Documents over the past 10 years.

At the outset, let me address our previous letter which was, apparently, less than clear. The "cost" data which was provided in this letter was an extrapolation from our pricing scale in a attempt to be responsive to the request for the specific cost of the Commerce Business Daily.

We do know certain elements of the total cost associated with the sale of one item. For example, we can determine from billing information the printing and binding cost, and based on weight, method of distribution and rates, the postage cost. We also know the expected total cost for operating the Sales Program and generally how much of the total cost is tied to the sale of individual publications, how much is associated with subscriptions to periodicals, and so on.

The Superintendent of Documents sells over 500 different subscription services as well as nearly 20,000 different publication titles. An accounting system designed to specifically identify the costs associated with any one of these would be prohibitivly expensive.

With this in mind I will address the specific questions you raised.

1. The pricing scale is based on the approved fiscal year 1982 budget. It was developed in October 1981.

2. In October 1981, there were 37,500 subscriptions to the Commerce Business Daily.

3. There are no actual costs included in the pricing scale. The printing and binding component is based on actual prior year expenses plus an allowance for inflation. Postage is based on the rates in effect when the scale was developed. The handling and subscription fee components are estimates of actual or budgeted costs attributable to the Commerce Business Daily. The Public Printer's increase is an estimate of the error contained in the pricing scale and is added on to compensate for the error. The 50 percent add on is a flat add on to the printing and binding component.

4. The 50 percent add on provides for the recovery of general overhead costs. If the 50 percent add on was added to the price of sale, our prices would increase significantly because we would be required to add the general overhead components to our price of sale prior to applying the 50 percent add on.

5a. Unlike publications, a subscription service requires the creation and maintenance of files containing subscriber names and addresses. The $2 subscription fee provides for the creation and maintenance (e.g. address change) of a customer record in our mailing list. Our records indicate that approximately 25 percent of our subscribers change their address each year.

The handling charge provides for the normal expenses of opening and processing sales orders, handling complaints or inquiries, and producing subscription mailing labels. It does not provide for the creation and maintenance of records in our mailing list.

5b. Entering the subscriber's name and address requires preparation and formatting of the address, batching and keying, editing the list for corrections, and the actual computer processing itself. In view of this, we do not believe that the $2.00 is a disproportionate charge.

6a. The full handling charge should have been $137.50.

6b. Except for the Commerce Business Daily, the Federal Register, and the Congressional Record, the 55 cents per issue is a standard subscription handling charge for all dated periodicals. It is a flat fee regardless of volume, as it is an average cost arrived at by dividing our total yearly estimated handling costs for dated periodicals by the total number of subscription issues per year.

The Commerce Business Daily, the Federal Register, and the Congressional Record have a lesser per issue rate because they are issued daily and because they are handled (i.e., mailed) at the end of the production line. Amounts required to recover the additional production costs are included in the printing and binding component of the pricing scale.

6c. We do not have specific employees designated to process CBD complaints or inquiries. They handle all such calls and correspondence for the more than 500 subscriptions maintained by Documents. With CBD being mailed daily, it would normally be expected that we would have a greater number of "lost" copies or "delays in receipt" complaints than on weekly or monthly subscriptions, and therefore, generate more inquiries, claims, complaints, and adjustments than lower frequency subscriptions.

7a. As the Public Printer's increase of 10 percent is added after all other calculations have been made, it is essentially a "markup" on the calculated price established with the pricing scale. It has been included to provide for error built in the scale and prevent losses such as those sustained in prior years.

7b. The Public Printer's 10 percent add on was applied to the total sales price which includes the 50 percent add on.

8a. GPO prints 40,200 copies of each issue of the CBD. Of these, approximately 37,500 are for sales purposes.

8b. No additional or nonsubscription copies are ordered by Documents, as we do not sell individual issues of CBD.

8c. There are approximately 1,300 copies ordered for department-designated distribution, and about 900 copies for distribution to the depository libraries. The remaining 500 or so copies are used to cover possible spoilage in the mailing process.

8d. The paid subscriptions, both yearly and six-month, are the only source of revenue for the Commerce Business Daily.

9. To our knowledge, the Joint Committee on Printing has not reviewed our total loss over the last 10 years. The 10 percent increase will no longer be added because our pricing scale is being revised to provide for the full recovery of costs.

Senator **Rudman**. The committee will stand in recess at the call of the chairman.

[Whereupon, at 11:22 a.m., the committee recessed, to reconvene at the call of the Chair.]

[Subsequent information was received and follows:]

LOWELL WEICKER, JR., CONN., CHAIRMAN
BOB PACKWOOD, OREG.
ORRIN G. HATCH, UTAH
S. I. HAYAKAWA, CALIF.
RUDY BOSCHWITZ, MINN.
SLADE GORTON, WASH.
DON NICKLES, OKLA
WARREN RUDMAN, N.H.
ALFONSE M. D'AMATO, N.Y.
SAM NUNN, GA.
WALTER D. HUDDLESTON, KY.
DALE BUMPERS, ARK.
JAMES R. SASSER, TENN.
MAX BAUCUS, MONT.
CARL LEVIN, MICH.
PAUL E. TSONGAS, MASS.
ALAN J. DIXON, ILL.
ROBERT J. DOTCHIN, STAFF DIRECTOR
R. MICHAEL HAYNES, CHIEF COUNSEL
ALAN L. CHVOTKIN, MINORITY CHIEF COUNSEL

United States Senate
COMMITTEE ON SMALL BUSINESS
WASHINGTON, D.C. 20510

March 19, 1982

Mr. Danford L. Sawyer
Public Printer
Government Printing Office
North Capitol and H Streets
Washington, D.C. 20401

Dear Mr. Sawyer:

We would personally like to thank you for testifying before the Senate Committee on Small Business on March 4, 1982. Your written statement and subsequent comments on S. 1947 will be reviewed carefully by all Committee Members as we continue to consider the bill.

Time restrictions during the hearing prevented us from asking you several important questions relating to S. 1947. We have enclosed these questions with this letter and would appreciate your written responses to them by March 31, 1982.

If you have any questions, please feel free to call Kim Elliott or Alan Chvotkin of the Committee staff at 224-5175.

Again, thank you for appearing to testify at the hearing.

Sincerely,

S. I. Hayakawa
S. I. HAYAKAWA
United States Senator

LOWELL WEICKER, JR.
Chairman

Enclosure

United States
Government
Printing Office
Washington, D.C. 20401

OFFICE OF THE PUBLIC PRINTER

April 1, 1982

Honorable Lowell Weicker, Jr.
Chairman, Committee on Small Business
421 Russell Senate Office Building
Washington, D.C. 20510

Dear Mr. Chairman:

This is in response to your letter dated March 19, 1982, which propounded a series of questions concerning the probable effect of the passage of S. 1947 upon the Government Printing Office's (GPO) ability to produce the Commerce Business Daily (CBD), the cost of production of the CBD, and the subscription cost of the CBD.

In order to be completely responsive to the intent of the questions, I have assumed that the primary effect of S. 1947 would be to increase the number of solicitation notices published in the CBD, which would result in an increase in the total number of pages of the CBD in any given issue. The answers to your questions thus are structured to reflect primarily incremental increases in costs for corresponding incremental increases in the number of pages of the CBD.

The following information is respectfully supplied in response to your questions:

QUESTION: In your opinion, how would S.1947 impact the production of the CBD?

ANSWER: It is difficult to predict precisely what effect S. 1947 would have upon the production of the CBD, because it is possible that S. 1947 could result in a decrease in the number of solicitation notices published in the CBD, as opposed to an increase in the number of such notices. Such a decrease is possible because agencies might elect to exercise exemption ten (10) under the statute which presently governs publication in the CBD, and thus avoid publishing notices of some procurements, if those agencies were unable to comply with the 15-day prior publication or the 30-day post solicitation requirements of the bill. This would serve to diminish the number of pages included in each CBD, and would reduce expense of producing the CBD. Such a decrease in the publication of solicitation notices, however, would run counter to the basic intent of S. 1947, and I would therefore recommend that exemption 10 be amended to alleviate this inconsistency.

QUESTION: How would it [S. 1947] impact your activities as a procuring agency?

ANSWER: S. 1947 would not impact the GPO, however other agencies might publish fewer notices of procurement actions due to their inability to comply with the 15-day prior publication requirement or the 30-day post solicitation requirement.

QUESTION: If the volume of solicitation notices to be published in CBD were significantly increased, would that increase affect the GPO's capability or capacity to publish the CBD in a timely manner?

ANSWER: A significant increase in the number of solicitation notices would not impede the timely publication of the CBD.

QUESTION: Do you have an estimate of what incremental production costs of increased notice publications might be?

ANSWER: The following chart is an estimate of the incremental production costs to the Department of Commerce (for typesetting, makeready, printing, binding, and distribution), to the GPO (for printing, binding, and distribution -- excluding postage), and the total cost to both agencies for 40,000 copies of the CBD with the indicated number of pages:

Pages	Cost to Commerce	Cost to GPO	Total Costs
24	$ 2,329	$3,116	$5,445
28	2,667	3,347	6,014
32	3,004	3,820	6,824
36	3,523	4,527	8,050
40	3,859	4,711	8,570
44	4,195	4,891	9,086
48	5,431	5,074	9,605
52	4,986	5,254	10,240
56	5,221	5,437	10,658
60	5,658	5,617	11,275
64	5,993	5,801	11,794

Current issues frequently total 32 pages.

QUESTION: Do you have an estimate of what the incremental subscription costs of increased notice publications might be?

ANSWER: The following chart is an estimate of the incremental subscription costs, and those costs rounded up to the nearest $5 for 40,000 copies of the CBD with the indicated number of pages:

Pages	Subscription Cost	Rounded Cost
24	171	175
28	124	175
32	179	180
36	187	190
40	189	190
44	191	195
48	240	240
52	241	245
86	244	245
60	246	250
64	248	250

Please note that the significant increase in price between 44 and 48 pages is due to postage cost increases between 2 ounces and 3 ounces. These prices include the recent 10% across-the-board price increase, and are subject to modification as that price increase is permanently factored into the pricing formula.

I trust this information is responsive to your inquiries, and if you need any additional information please contact me any time.

Sincerely,

DANFORD L. SAWYER, JR.
Public Printer

APPENDIX

SOUTHWEST MARINE, INC.
"Specialists in Ship and Boat Repair"
1300 Wilson Ave., National City, CA 92050
Corporate Offices: Foot of Sampson Street
P.O. Box 13308 San Diego, CA 92113
(714) 238-1000

February 17, 1982

STATEMENT

MR. ROBERT A. McKAY
CONTRACTS MANAGER, SOUTHWEST MARINE, INC.
BEFORE SUMCOMMITTEE ON ADVOCACY
February 17, 1982

Southwest Marine, Inc. hereby makes the following statement regarding the Commerce Business Daily:

- The Commerce Business Daily is not as effective as it should be
- Experience indicates that notice in the Commerce Business Daily and arrival of solicitation are too close to allow proper preparation of bid or proposal
- Experience indicates that notice and solicitation date are too close to allow requests for information by mail.

Southwest Marine concurs with the proposed law - S 1947.

NATIONAL SMALL BUSINESS ASSOCIATION
"THE VOICE OF SMALL BUSINESS"

STATEMENT
OF THE
NATIONAL SMALL BUSINESS ASSOCIATION
SUBMITTED TO THE
SENATE COMMITTEE ON SMALL BUSINESS
IN SUPPORT OF
S. 1947, A BILL TO IMPROVE
THE SMALL BUSINESS COMMUNITY'S ACCESS
TO FEDERAL PROCUREMENT INFORMATION
MARCH 4, 1982

"It is the declared policy of the Congress that the Government should aid, counsel, assist, and protect, insofar as is possible, the interests of small business concerns in order to preserve free competitive enterprise..."

(P.L. 85-536, as amended, Section 2(a), Small Business Act.)

NSB Building • 1604 K Street, N.W., Washington, D.C. 20006 • Telephone (202) 296-7400

STATEMENT OF THE NATIONAL SMALL BUSINESS ASSOCIATION SUBMITTED TO THE SENATE COMMITTEE ON SMALL BUSINESS IN SUPPORT OF S. 1947, A BILL TO IMPROVE THE SMALL BUSINESS COMMUNITY'S ACCESS TO FEDERAL PROCUREMENT INFORMATION

MARCH 4, 1982

This statement is submitted on behalf of the National Small Business Association (NSB), a multi-industry trade association representing approximately 50,000 small business firms nationwide.

We wholeheartedly support S. 1947, a bill that would improve small business access to federal procurement.

It has long been a standing policy of our government to rely on competitive private bids for goods and services. Recent figures, however, indicate that there is room for improvement in small business participation in government procurement.

As a service to our members, we at NSB operate a nationwide service known as Bidders Early Alert Message (BEAM), which notifies members of sales opportunities to governmment using the Commerce Business Daily (CBD). Members file with NSB a list of the products and services they offer for sale. BEAM matches government bid requests with these listings and notifies the participating member immediately. This system has been in operation for 11 years, during which time over 29,000 BEAM notices have been issued.

Our experience indicates that there are many obstacles to small business participation in government procurement. Foremost among these are:

1. Inadequate time allowed from the date of publication of the bid notice in the Commerce Business Daily to the bid opening date.
2. Inadequate time allowed from the date of publication of bid notice in the Commerce Business Daily to closing date for honoring requests for bid sets.

The U.S. Department of Commerce is responsible for compiling, editing, and publishing the Commerce Business Daily. We have had meetings and discussions with responsible officials of the Department of Commerce directed towards improvement in the CBD which would facilitate its use by small business. We have been assured by the Department of Commerce that consideration will be given to our suggestions.

Changes in procedures suggested include the extension of time for solicitation and bidding as recommended in S. 1947.

We also suggest that the CBD format be modified to list bid opportunities in specific categories as follows:

1. Competitive Bids
    a. Open
    b. Small Business Set-Asides
2. Information Synopses for subcontractors alert
3. Non-competitive notice listings
4. Contract Awards listings
    a. Open
    b. Small Business Set-Asides

We also suggest that consideration be given to listing bid opportunities by 4-digit SIC Code identification. This would permit a more direct identification of products and services of interest to potential bidders and a more readily identifiable basis for assessing business participation in the government procurement market by types of business in relation to the government procuring agency area of specific interest in procurement policy. (A suggested format is attached.)

As an indicator of the current practice of CBD listings of bid opportunities with 10 days or fewer of response allowed, attached is a selected list of bid notices from the CBD issue dated March 4, 1982.

Our experience over the past ten years with the NSB/BEAM service, which alerts our members to federal requests for bids, indicates that many bid opportunities for small business are lost due to the inadequate time allowed for receiving bid notices and preparation of bids. We, therefore, support S. 1947 which extends the time for requesting bid papers and preparing bid proposals on government procurement opportunities.

Suggested Format CBD

ATTACHMENT I

CODE	PRODUCT SERVICE DESCRIPTION	SPECIFICATIONS FSN MIL P/N	QUANTITIES	DESTINATIONS	REQUEST BID PAPERS BY ID FROM AGENCY AS LISTED	BID DUE DATE	FOR INFO CALL	SEE NOTE

ATTACHMENT II

SELECTED BID NOTICES

COMMERCE BUSINESS DAILY, MARCH 4, 1982

(Product Service -- Bid Due Date -- Procuring Agency)

Small Office Building Design Team -- March 13, 1982 -- Battelle Northwest.

Bibliographic Data Retrieval Services -- March 8, 1982 -- Acquisition Division US Army Medical R&D Command.

Financial Advisory Services -- March 8, 1982 -- Commander, Military Sealift Command.

Removal, Overhaul, Repair and Reinstall Detroit Diesel 4-53 Engines -- March 11, 1982 -Contracting Officer.

Sludge Removal from Oil/Water Separators -- March 2, 1982, Contracting Office, Fort Lewis.

Bearing -- March 3, 1982 -- Defense Industrial Supply Center.

Electronic Unit -- March 11, 1982 -- Contracting Division, Fort Hood.

Variable Transformer -- March 8, 1982 -- Defense Electronics Supply Center.

Relay, Dropout -- March 11, 1982 -- Defense Electronics Supply Center.

Relay Armature -- March 10, 1982 -- Defense Electronics Supply Center.

Electron Tube -- March 5, 1982 -- Defense Electronics Supply Center.

Electron Tubes -- Feb. 25, 1982 -- Defense Electronics Supply Center.

Electron Tube -- March 5, 1982 -- Defense Electronics Supply Center.

Electron Tubes -- March 4, 1982 -- Defense Electronics Supply Center.

Connector, Plug -- March 5, 1982 -- Defense Electronics Supply Center.

Type IIC Modification Kits -- March 11, 1982 -- FAA, Mike Monroney Aeronautical Center.

Upgrade of Existing Audio-Visual System -- March 4, 1982 -- U.S. Army Engineer District San Francisco.

Pipet, Serological, Plastic, Disposable -- March 11, 1982 -- Defense Personnel Support Center.

Circuit Card -- March 11, 1982 -- Navy Ships Ports Control Center.

Chemical Metering -- March 5, 1982 -- Tennessee Valley Authority.

Environmental Test Chambers -- March 9, 1982 -- Regional Contracting Dept.

Software Information for Communication Network Optimization -- March 10, 1982 -- Headquarters Air Force Communications Command.

This is a Notice of Intention to Procure from the GSA ADP Schedule -- March 8, 1982 -- Wright-Patterson AFB.

December 23, 1981

Honorable Mack Mattingly
U.S. Senate
6241 Dirksen S.O.B.
Washington, D.C. 20510

Dear Senator Mattingly:

I am writing to request your assistance in resolving a problem with the Department of the Navy, Navy Ships Parts Control Center (SPCC) Purchase Division, Mechanicsburg, Pennsylvania, that is hampering my ability to conduct business with the Government.

On several occasions, I have submitted written request for bids that appeared in the Commerce Business Daily Publication. Without fail, we have always received bids late, thus forcing us to rush our preparations and utilize Federal Express which involves additional cost to the company. In an effort to resolve this problem, I called SPCC to request the bids verbally and was refused and instructed to request bids in writing. Listed below are bids requested on November 27, 1981 (See attached) and received on December 19, 1981. With bid #N00104-81-R-XR01 opening on December 23, it was physically impossible for us to go through the process of checking stock, developing engineering estimates, manufacturing and delivery schedules to submit a competitive bid in such a short time frame. I called the Navy on December 22 to request an extension and was granted one by Linda Shiley to January 12, 1982; she also indicated it was not uncommon for SPCC to mail bids late. On December 23, I received a call from Edythe Emerson instructing me that the opening date would not be extended on orders from John Shreffler, Supervisor Level 1 Program.

We are an authorized wholesale distributor for Parker Hannifin Corporation. As a minority small business, it is very difficult to operate during these trying economic times and I think the Navy is making it more difficult to conduct business and survive. We should not be forced to suffer because of their administrative weaknesses.

In this regard, I am requesting an official investigation of the SPCC to determine why it takes an inordinate amount of time to receive bids; why is the agency inconsistent on extending bid opening dates and why the lack of cooperation towards minority small business.

In closing, I would like the above referenced solicitation cancelled and readvertised to allow us sufficient time to submit a bid. You may want to know that I have requested bids from other Federal Agencies without difficulty.

I appreciate your assistance and look forward to hearing from you.

Sincerely,

Hugh Wright
President

HW/jab

Attachment

cc: Honorable John F. Lehman, Jr.
Secretary of the Navy

SBA
U.S. Small Business Administration Washington, DC 20416
Office of the Administrator

APR 2 1982

Honorable Lowell Weicker, Jr.
Chairman
Committee on Small Business
United States Senate
Washington, D. C. 20510

Dear Mr. Chairman:

This is in reference to your letter of March 19, 1982, in which you requested our response to additional questions the Committee had regarding S. 1947, Small Business Access to Federal Procurement Information.

I have enclosed our response to the questions. You also requested our comments on S. 1901, Reduction of Noncompetitive Contracting. This is to advise that we are currently reviewing this bill and our response will be forwarded as soon as possible.

We appreciate the opportunity to provide you with our comments.

Sincerely,

James C. Sanders
James C. Sanders
Administrator

Enclosure

S. 1947

QUESTIONS FOR MR. TEMPLEMAN

QUESTION 1	Currently Section 8(e) of the Small Business Act provides that agencies can determine in writing that advance publicity is not reasonable or appropriate after consultation with the Administrator of the SBA. To the best of your knowledge, how often do procuring agencies consult with the SBA and then claim this exemption?
ANSWER	To the best of our knowledge there have been four requests for waivers from synopses during the last ten years.
QUESTION 2	What is your view of increasing the statutory threshold for advertising upcoming civilian agency procurements from the current level of $5,000, to $10,000 or $25,000?
ANSWER	The proposed Uniform Procurement System establishes the threshold for synopses for all agency procurements at the $10,000 level. Due to inflationary factors and other factors which have affected the dollar value of procurements, we do not believe that raising the civilian agency synopses level to that of DoD will have a negative impact on small business government contracting.
QUESTION 3	Do you have any further suggestions for improving the CBD so that it will benefit a greater number of small firms?
ANSWER	One of the greatest complaints from small business to the use of the Commerce Business Daily (CBD) as a tool for learning of government requirements is the timeliness of publication and distribution. Therefore, a major improvement that could be made would be to eliminate the use of the mail system,

both for transmission to the point of publication and subsequent distribution of the publication, which generally is by Second Class Mail. Institute a requirement that all material be electronically transmitted to the point of publication, and then the publication be electronically transmitted to several distribution points throughout the country. For example, small firms on the West Coast would receive the CBD in less time than the several days it now takes for mail distribution from the point of publication to the Western United States.

QUESTION 4

The Armed Services Procurement Act states as the general rule that all defense contracts will be awarded competitively through formal advertising. However, the law recognizes 17 exemptions in which it might be more appropriate to award through negotiation, but even here the preferred method of procurement, as stated in the statute, is competitive negotiation. If competition cannot be obtained under a negotiated procurement, then, and only then, is sole-source negotiations (with sufficient justification) authorized.

Similarly, under the Federal Property and Administrative Services Act, a formal advertising is the required method of procurement, although 15 exceptions authorize competitive negotiation or, if justifiable, non-competitive negotiation.

Both the Federal Property and Administrative Services Act and the Armed Services Procurement Act require a public notice, in the form of a solicitation, if formal advertising is used.

Under Section 8(e) of the Small Business Act, a procurement notice is required to be published in the Commerce Business Daily. The Small Business Act does specify 10 circumstances under which it would be acceptable for an agency to waive that notice requirement (similar to the exceptions under the Federal Property and Administrative Services Act and the Armed Services Procurement Act that authorize competitive negotiation, and non-competitive negotiation where justified).

(a) Would S. 1947, which amends the Small Business Act, require CBD notice of both competitive and non-competitive procurement, absent qualification for an exemption under the Small Business Act?

ANSWER We believe that S. 1947 would require CBD synopsis for both competitive and non-competitive procurements, absent the qualificiations for exemption under the Small Business Act.

(b) Are there conflicts between the Small Business Act exceptions to the procurement notice requirement in CBD and the exceptions to the formal advertising requirements of both the Armed Services Procurement Act and the Federal Property and Administrative Services Act?

ANSWER We do not believe that there are conflicts between the Small Business Act exemptions and exceptions to formal advertising requirements of both the Armed Services Procurment Act and the Federal Property and Administrative Services Act.

(c) Please provide the Committee with a complete description of the ways in which these three statutes inter-relate and/or conflict with one another.

ANSWER We do not believe that these three statutes conflict with one another and to attempt to mix them together is like mixing apples and oranges. The exceptions authorized under Section 8(e) of the Small Business Act exempt both the Defense Department and federal civilian procuring agencies from synopsizing in the CBD. The exceptions to formal advertising for both the Armed Services Procurement Act and Federal Property and Administrative Services Act allow both DoD and civilian agencies to negotiate contracts both competitively and non-competitively, and do not directly relate to the exceptions authorized by Section 8(e) of the Small Business Act.

QUESTION 5 Would expanding the content of the procurement notices required to be published in the Commerce Business Daily (such as inclusion of a description of the property or services to be purchased or contracted for, the estimated dollar value of the purchase, the identity and location of the officer or employee of the agency who may be contacted, and a statement that any person may respond to the notice and submit bids within a specified time period (such as 30 days) after the date the notice is published), have an impact on the private sector competition for those procurements?

ANSWER The more information that can be contained in each CBD announcement the better understanding small business will have of the requirements of the proposed acquisition and, in turn, the better proposals the procuring agencies will obtain. We fully support the proposal that the CBD announcement contain a statement that no person may respond to the notice and submit bids within a specified time period. We must caution, however, against the publication of estimated dollar value of the purchase as this could be misleading to a small business firm due to the questionable validity of many government estimates.

VALLEY OFFSET, INC.
LAUREL BANK AVENUE
DEPOSIT, NEW YORK 13754
TELEPHONE (607) 467-2185

April 2, 1982

Hon. Lowell Weicker, Jr.
United States Senate
Committee on Small Business
424 Russell Office Building
Washington, D. C. 20510

Dear Senator Weicker:

Valley Offset is a commercial printer employing approximately 140 people in Delaware County in the Southern Tier of New York State.

As a subscriber to the Commerce Business Daily, we would like to point out that recently some bids are not being listed in the Daily with sufficient lead time for an interested party to obtain the bid specs and forms and submit a bid on time.

For instance, under Section T of the Tuesday, March 22 issue (which should have been dated March 23), 12 bids were listed: 1 opened on March 24; 2 on March 31; 2 on April 2, and 6 on April 1. We received this issue on March 26 and wrote for four of the bids that day. The USGPO mailed the requested bids on March 30, and we received them on April 1--the day they opened. This has happened to us a couple of times during the past few months.

We have a domestic subscription, so our issue of the Daily comes to us by second class mail. For $50 more a year we could have first class delivery, thereby receiving the Daily a couple days earlier.

While we may have to incur the additional cost of $50 to insure receiving the Daily earlier, I am reluctant to do so for a number of reasons. First, in the case cited above, a few days would not have made a difference. Second, in the present economic situation, we have better things to do with $50. Finally, I feel strongly that, if the Commerce Business Daily offers a second class subscription, they should be able to deliver it in a timely fashion on that basis.

I understand your Committee is looking into this situation. We would appreciate anything you can do to speed up the procedures by which bids are submitted to the Commerce Business Daily, as government business is important to our ongoing business.

Hon. Lowell Weicker, Jr.
Page 2
April 2, 1982

Incidentally, we would like to know whether or not all government agencies are required to list bids over a certain dollar value with the Commerce Business Daily. I am thinking specifically of AVIATION DIGEST which is let out of Atlanta, Georgia, and which did not appear in the Daily. We would have liked to have had an opportunity to bid on this contract as we had already done ALL HANDS out of Washington, D.C., and are currently printing AIRMAN out of Texas. We have written the GPO in Atlanta requesting that we be placed on the bid list for next year's contract.

Thank you for your consideration of this letter.

Sincerely,

J. Patrick Cotter
Executive Vice President

JPC:btw